



2006 Land & Maritime Supply Chains Business Conference and Exhibition

Columbus, OH

28-30 August 2006

Onsite Brochure

Opening Remarks:

Rear Admiral Charlie M. Lilli, SC, USN, Commander, Defense Supply Center Columbus

“Transforming the Agency: Today’s Performance and Tomorrow’s Capabilities - A Glimpse Forward to DLA in the Post-BRAC Environment”:

Mr. Allan A. Banghart, SES, Director, Strategic Planning and Enterprise Transformation, J-5, Defense Logistics Agency

“Land & Maritime Supply Chains...Today and Tomorrow”

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

“Customer Pay” - A Government / Industry Partnership

Mr. Edmond L. Peters, Senior Vice President, Procurement and Business Development, President, AM General Defense, LLC

“Strategic Partnering to Sustain Fleet Readiness”

Vice Admiral Justin D. McCarthy, SC, USN, Director for Material Readiness and Logistics (N4), Office of the Chief of Naval Operations, Washington, DC

Guest Speaker -- “Achieving Supply Responsiveness/Asset Visibility on the 21st Century Battlefield”

Lieutenant General Richard S. Kramlich, USMC, Deputy Commandant, Installations and Logistics

General Session

Breakout Sessions

DoD EMALL Demonstration/Overview

Value Engineering Tools for Contractor Support

Procurement Systems and Supplier Interfaces

Tire Commodity Management Privatization (BRAC)

Radio Frequency Identification (RFID)

Packaging

DFAS Your Financial Partner @ Work

Land Supply Chain

Maritime Supply Chain

DLR - Depot Level Repairables (BRAC)

DSCC Small Business Program/Sourcing Initiatives

Workshop Descriptions

Land & Maritime Supply Chains

Today and Tomorrow



From the DSCC Commander



On behalf of Land and Maritime Supply Chains, welcome to the 2006 Land & Maritime Supply Chains Business Conference & Exhibition. I am delighted that you are here, and I sincerely hope that this year will build on the successful events of the past. This is our fourth Conference and once again, we have an excellent host here at the Hyatt Regency at the Greater Columbus Convention Center. In addition, I am grateful to have the talents of the National Defense Industrial Association (NDIA) helping us make the Conference as productive as possible.

We have strived to make this year's event a meaningful opportunity for all who participate - our collective goals are to develop new ideas, share success stories, learn of best practices and meet colleagues from across the country and around the world.

This year's theme is "Land & Maritime Supply Chains...Today and Tomorrow," and the ultimate objective of this Conference is to enhance support of our fighting men and women by further developing relationships that support the Department of Defense in this fight for freedom.

As I've said before, suppliers are the lifeblood of our business. We need and look forward to your input on how we can continue to maintain the highest levels of support to our customer - our Soldiers, Sailors, Airmen, Coast Guardsmen and Marines stationed around the globe. They are counting on us and they deserve the best support that we can provide.

Again, welcome and thank you for your participation.

Rear Admiral Charlie M. Lilli, SC, USN
Commander

From the DSCC Deputy Commander



Welcome once again to the 2006 Land & Maritime Supply Chains Business Conference & Exhibition.

The primary focus of the Conference will be to close the gap between vision and reality in this time of tremendous transformational change so that the full benefits of our DSCC-Supplier partnership are realized. I hope that it is advantageous to you to meet here, put faces to names and create new and valuable relationships as we align our enterprise to the Warfighters. I hope that we can all enhance the understanding of the needs of the Warfighter.

Our theme this year reflects the emphasis that will be given to both our on-going mission support and the new missions we will spearhead as a result of the 2005 Base Realignment and Closure (BRAC) process. With our continuing support of DoD Warfighters and the Global War on Terrorism, plus our full implementation of the Business Systems Modernization Program, we have many current issues to discuss. Additionally, BRAC has provided a whole new array of challenges and opportunities to discuss with our industry partners.

Our Conference speakers will highlight our customers' operational requirements and business initiatives, while updating you on the latest news on topics, programs and initiatives of importance to companies interested in doing business with DoD. Thanks for joining us to exchange information with the Land and Maritime Supply Chains' leadership and personnel.

Mr. James M. McClaugherty, SES
Deputy Commander

Conference Theme and Objective

“Land & Maritime Supply Chains... Today and Tomorrow”

The Land & Maritime Supply Chains Business Conference theme reflects the emphasis that will be given to both our on-going mission support and the new missions we will spearhead as a result of the 2005 Base Realignment and Closure (BRAC) process. With our continuing support of DoD warfighters and the Global War on Terrorism, plus our implementation of Business Systems Modernization Program (BSM), we have many current issues to discuss. Additionally, BRAC has provided a whole new array of challenges and opportunities to discuss with our industry partners. We have several keynote speakers from the military services and industry who will provide updates on our customers' operational requirements and 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 DoD. We look forward to having you join us to exchange information with the Land & Maritime Supply Chains' leadership and personnel.



Columbus Skyline - Photo by Randall Lee Schieber



“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 Commander is Rear Admiral Charlie M. Lilli, SC, USN. The DSCC Deputy Commander is Mr. James M. McClaugherty, SES. The Acting Chief of Staff is Mr. Dennis C. Canterbury.

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 still in use at the turn of the millennium.

The lull between WWI and WWII reduced Center operations to mostly reconditioning and sales of wartime stockpiles, and in the 1930's, 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, OH. 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. Meredith Geary, Meeting Planner

Mr. Dennis Sharland, CEM, Exhibits Manager

CONFERENCE ATTIRE

Civilian Attendees
Military Attendees

Business (Coat & Tie)
Class A Uniform

EXHIBIT HALL HOURS

Monday, August 28	5:00pm - 6:30pm
Tuesday, August 29	10:00am - 7:00pm
Wednesday, August 30	8:30am - 12:00pm

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

Ms. Deborah R. Raita, Acting Director,
Procurement Process Support Directorate

Lt Col Richard C. Olson, USAF, Deputy Director,
Procurement Process Support Directorate

Mr. Michael D. Fauris, Sr., Chief, Acquisition
Support Branch

CDR Clifford G. Scott, SC, USN, Unit Chief,
Electronics Division

Ms. Arretta Griffith, Procurement Support
Assistant (OA)

Ms. Shelly Jenkins, Customer Account
Specialist

Mr. Mike Morouse, Supervisor of Integrated
Supplier Team

Mr. David Devine, Integrated Supplier Team
Supervisor

Ms. Pat McCreay, Procurement Analyst

Ms. Anita Luich, Supervisor of Integrated
Supplier Team

Mr. Aaron Walker, IT Specialist

Mr. David Holderby, Support Services
Supervisor

Ms. Kestra Tinker-Parks, Integrated Supplier
Team Supervisor

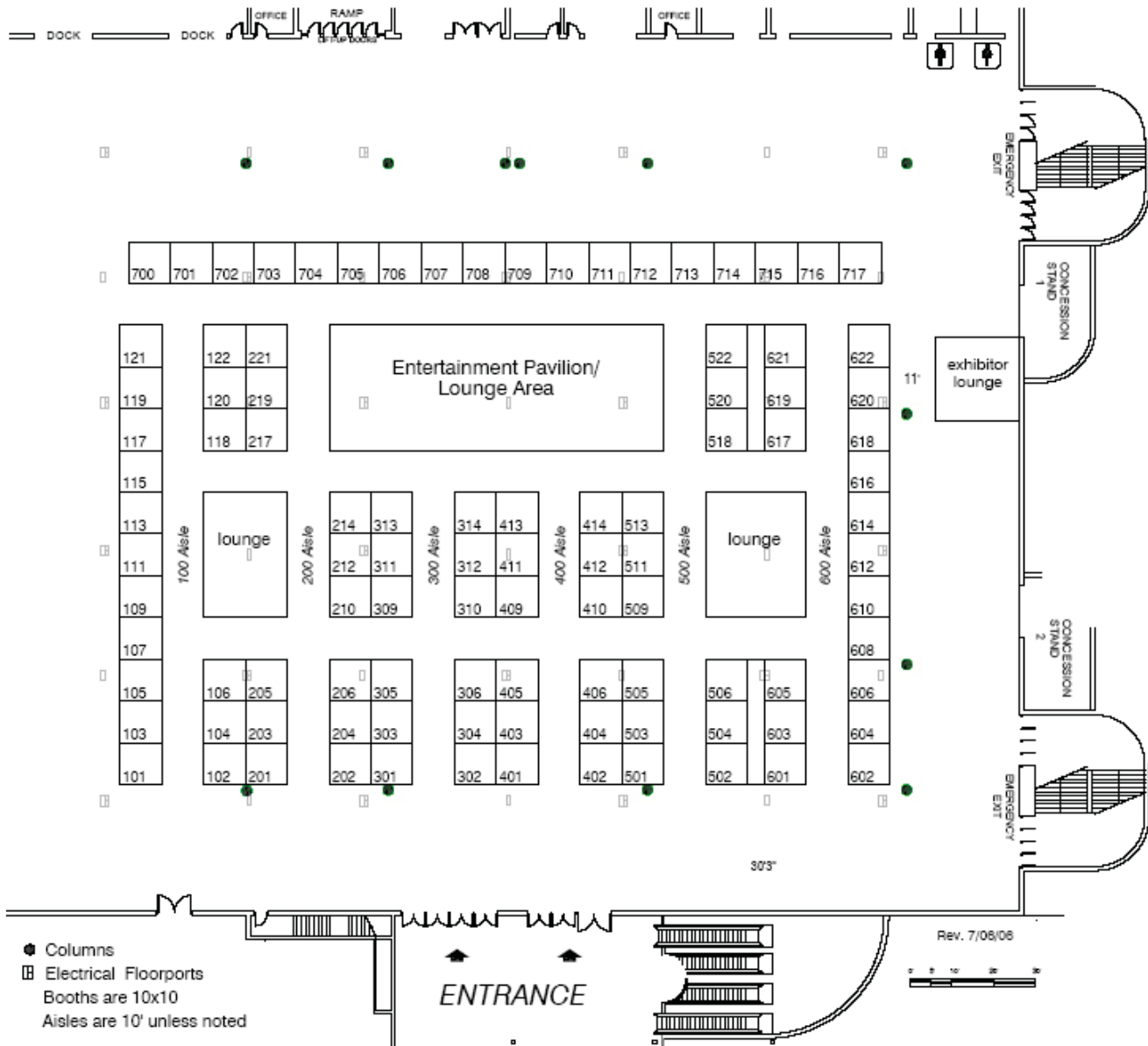
Ms. Debra Perry, Supervisory Public Affairs
Specialist

Mr. David Collins, Supervisory Police Officer

Exhibitor List

Aircom Manufacturing, Inc.....	617	HALTEC.....	502
AM General, LLC.....	511	IHS, Inc.....	410
Applied Industrial Technologies.....	608	Imobile Systems.....	310
Arlington Machine & Tool Co.....	403	Intelligentz Corporation.....	212
B & E Sales.....	504	Inventory Locator Service.....	313
BTMC Corporation.....	601	Jamaica Bearings Group.....	414
Busak + Shamban.....	102	Kamatics Corporation.....	219
Carlton-Bates Company.....	204	Kovatch Castings, Inc.....	409
Cherokee Information Services, Inc.....	221	Lambda Supply Corp.....	103
Columbus McKinnon Corp.....	406	Lockheed Martin.....	501
Connective Design, Inc.....	412	Lockheed Martin.....	505
Crane Aerospace & Electronics.....	214	M & A Supply.....	106
Creative Tent International.....	305	Marvin Engineering.....	314
Crestwood Technology Group.....	401	Miller-Holzwarth, Inc.....	605
Derco Aerospace, Inc.....	202	Night Vision Systems.....	622
DLA - Aviation Detachment.....	714	NISH.....	312
DLA - Business Systems Modernization.....	715	NSN-NOW.....	107
DLA - Casting and Forging.....	712	Ontario Knife Company.....	405
DLA - Defense Distribution Center (DDC).....	716	Oshkosh Truck Corporation.....	513
DLA - Product Testing Center.....	713	Otis Products, Inc.....	518
DMSMS GEM.....	717	Partz Network, LLC.....	404
DoD - DCAA.....	701	Patterson Fan Company.....	602
DoD - DCMA.....	700	PDA, LLC.....	303
DoD - DFAS.....	702	PennDDA-Government Services Dept.....	217
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Drytech, Inc.....	522	PWC Logistics.....	201
DSCC - Land Supplier Operations.....	708	SAIC.....	302
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DSCC - Maritime Supplier Operations.....	709	SimplyRFID.....	101
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DSCC - Operation Support.....	711	Techmetals, Inc.....	411
DSCC - Procurement Automated Best Value System.....	706	The Asaba Group.....	304
DSCC - Procurement Surge & Sustainment.....	705	The Ulven Companies.....	210
DSCC - Small Business.....	704	TW Design & Manufacturing.....	616
Easysoft Corporation.....	506	Vermont Aerospace Manufacturing.....	402
EGG/LSI.....	206	WW Williams.....	509
Facet International, Inc.....	306	Warren Pumps, LLC.....	203
		WR-ALC/402d Maintenance Wing.....	301

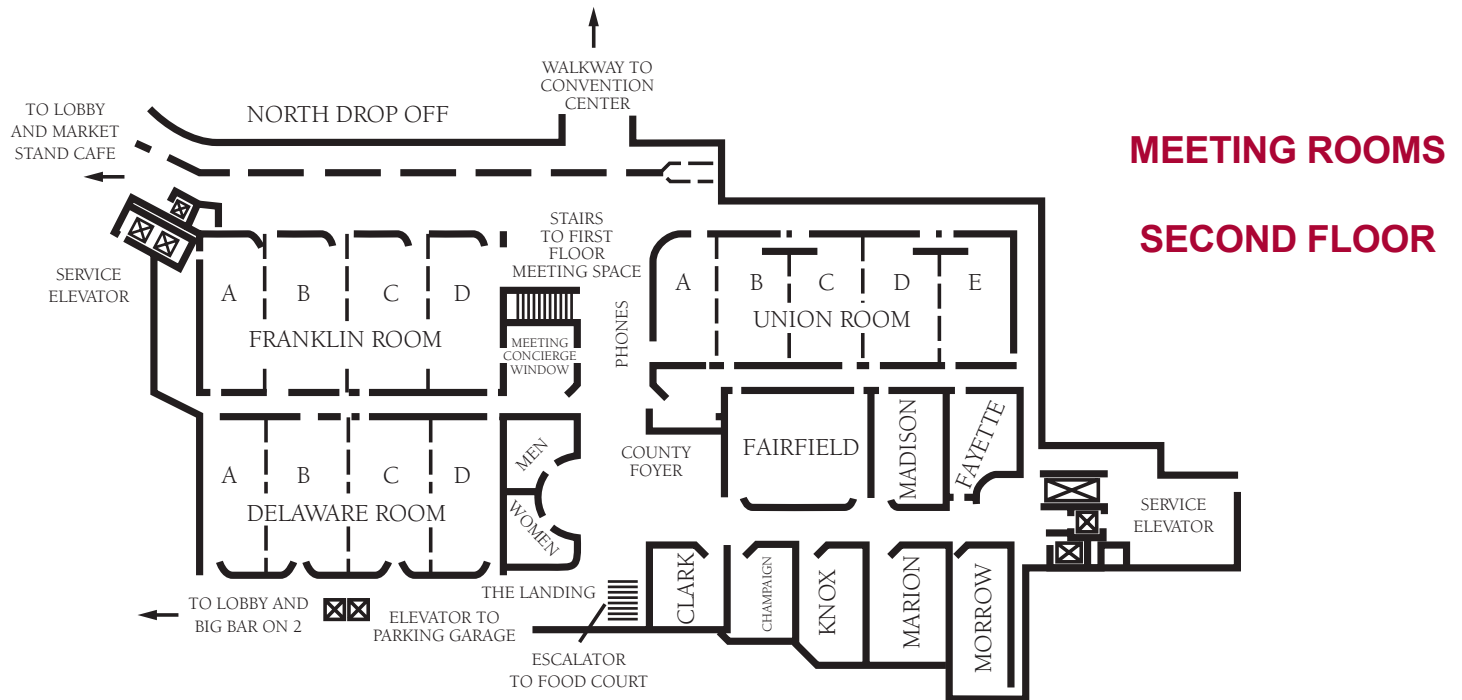
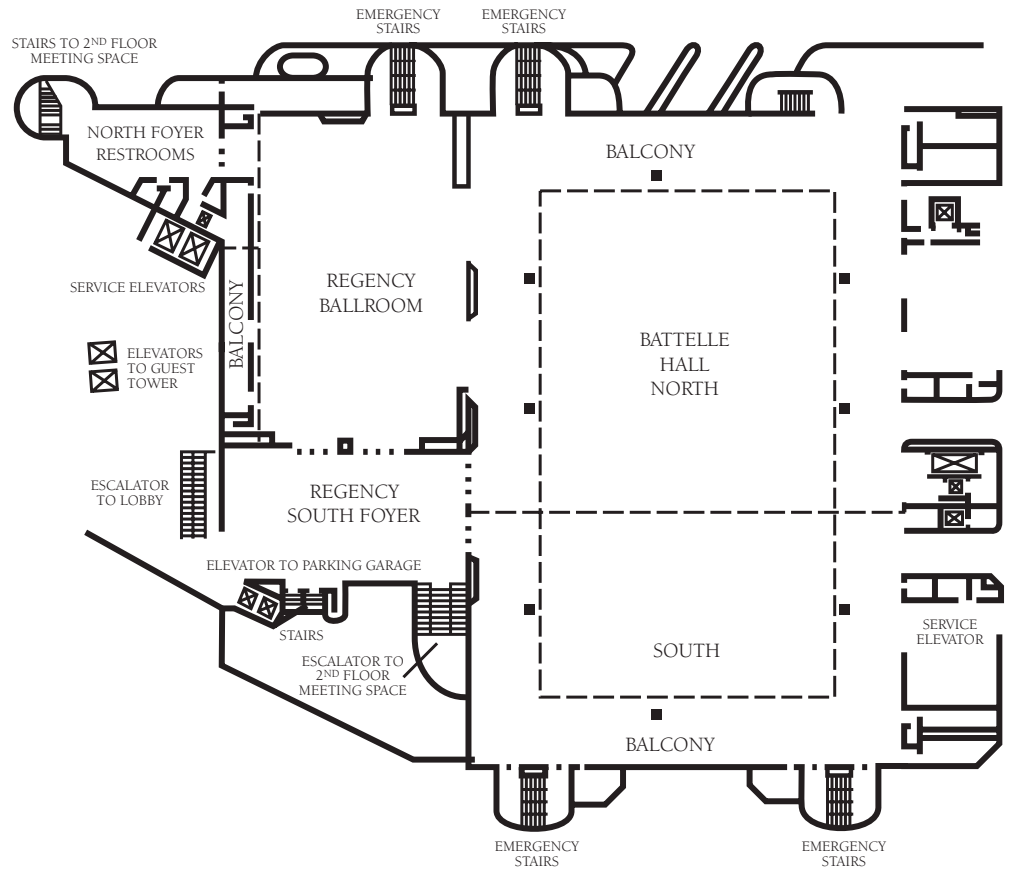
Exhibit Floor Plan



GREATER COLUMBUS CONVENTION CENTER BATTELLE HALL

Hyatt Regency Columbus Floor Plan

REGENCY BALLROOM & BATTELLE HALL THIRD FLOOR



Conference Agenda

MONDAY, AUGUST 28, 2006

8:00am - 5:00pm	Onsite Registration.....Regency South Foyer
12:00pm	Defense Supply Center Columbus (DSCC) Facility Tour <ul style="list-style-type: none">• DSCC Briefing• Command Suite• Small Business Office• Command and Control Center• Test Lab <p><i>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.</i></p>
4:00pm	Return to 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 29, 2006

6:45am - 6:00pm	Onsite Registration.....Regency South Foyer
6:45am	Continental Breakfast.....Regency South Foyer
7:45am	Welcome/Administrative Remarks.....Regency Ballroom Commander Clifford G. Scott, SC, USN Unit Chief, Electronics Division, Defense Supply Center Columbus
7:55am	Posting of Colors Joint Service Color Guard
8:00am	National Anthem Ms. Lisa M. Griffin Defense Supply Center Columbus
8:05am	Opening Remarks Rear Admiral Charlie M. Lilli, SC, USN Commander, Defense Supply Center Columbus

Conference Agenda

8:15am	<p>Mr. Allan A. Banghart, SES Director, Strategic Planning and Enterprise Transformation, J-5, Defense Logistics Agency “Transforming the Agency: Today’s Performance and Tomorrow’s Capabilities - A Glimpse Forward to DLA in the Post-BRAC Environment”</p>
9:00am	<p>Mr. James M. McClaugherty, SES Deputy Commander, Defense Supply Center Columbus “Land & Maritime Supply Chains... Today and Tomorrow”</p>
9:45am	<p>Mr. Edmond L. Peters Senior Vice President, Procurement and Business Development President, AM General Defense, LLC “Customer Pay”</p>
10:00am	Exhibit Hall Opens
10:30am	Break.....Battelle Hall
10:30am - 4:30pm	<p>Buyers and Administrators Networking Room.....Marion <i>The Marion Room will be available (excluding lunchtime) by appointment only for Suppliers to network with DSCC Buyers and Administrators.</i></p>
10:45am - 12:00pm	<p>BREAKOUT SESSION I</p> <ol style="list-style-type: none"> 1. DoD EMALL Demonstration/Overview.....Delaware A 2. Value Engineering Tools for Contractor Support.....Delaware B <ul style="list-style-type: none"> • Casting & Forging • Value Engineering Change Proposals • Replenishment Parts Purchase or Borrow • Sustaining Engineering 3. Procurement Systems and Supplier Interfaces.....Delaware C <ul style="list-style-type: none"> • DLA Internet Bid Board System (DIBBS) • Automated Indefinite Delivery Orders (AIDO) • Project Data Management Initiative (PDMI) • Automated Best Value System (ABVS) 4. DLR - Depot Level Repairables (BRAC).....Delaware D 5. Radio Frequency Identification (RFID)/Packaging.....Franklin A 6. DSCC Small Business Program/Sourcing Initiatives.....Franklin B 7. Land Supply Chain.....Franklin C 8. Maritime Supply Chain.....Franklin D
12:00pm - 1:45pm	<p>Lunch with Guest Speaker.....Regency Ballroom</p> <p>Vice Admiral Justin D. McCarthy, SC, USN Director for Material Readiness and Logistics (N4), Office of the Chief of Naval Operations, Washington, DC “Strategic Partnering to Sustain Fleet Readiness”</p>

Conference Agenda

1:45pm - 3:00pm	BREAKOUT SESSION II 1. DoD EMALL Demonstration/Overview.....Delaware A 2. Tire Commodity Management Privatization (BRAC).....Delaware B 3. Procurement Systems and Supplier Interfaces.....Delaware C <ul style="list-style-type: none">• DLA Internet Bid Board System (DIBBS)• Automated Indefinite Delivery Orders (AIDO)• Project Data Management Initiative (PDMI)• Automated Best Value System (ABVS) 4. DLR - Depot Level Repairables (BRAC).....Delaware D 5. DFAS Your Financial Partner @ Work.....Franklin A 6. DSCC Small Business Program/Sourcing Initiatives.....Franklin B 7. Land Supply Chain.....Franklin C 8. Maritime Supply Chain.....Franklin D
3:00pm	Break.....Battelle Hall
3:15pm - 4:30pm	BREAKOUT SESSION III 1. DoD EMALL Demonstration/Overview.....Delaware A 2. Value Engineering Tools for Contractor Support:.....Delaware B <ul style="list-style-type: none">• Casting & Forging• Value Engineering Change Proposals• Replenishment Parts Purchase or Borrow• Sustaining Engineering 3. Procurement Systems and Supplier Interfaces.....Delaware C <ul style="list-style-type: none">• DLA Internet Bid Board System (DIBBS)• Automated Indefinite Delivery Orders (AIDO)• Project Data Management Initiative (PDMI)• Automated Best Value System (ABVS) 4. DLR - Depot Level Repairables (BRAC).....Delaware D 5. Radio Frequency Identification (RFID)/Packaging.....Franklin A 6. DSCC Small Business Program/Sourcing Initiatives.....Franklin B 7. Tire Commodity Management Privatization (BRAC).....Franklin C 8. DFAS Your Financial Partner @ Work.....Franklin D
4:45pm - 5:30pm	Recognition for Excellence Award Ceremony.....Regency Ballroom
5:30pm - 7:00pm	Reception.....Battelle Hall
7:00pm	Conference Adjourns for the Day; Exhibit Hall Closes for the Day

Conference Agenda

WEDNESDAY, AUGUST 30, 2006

6:45am - 3:30pm	Onsite Registration.....Regency South Foyer
6:45am	Continental Breakfast.....Regency South Foyer
7:45am - 4:00pm	Buyers and Administrators Networking Room.....Marion <i>The Marion Room will be available (excluding lunchtime) by appointment only for Suppliers to network with DSCC Buyers and Administrators.</i>
7:45am	Administrative Remarks.....Regency Ballroom Commander Clifford G. Scott, SC, USN Unit Chief, Electronics Division, Defense Supply Center Columbus
8:00am	Guest Speaker Lieutenant General Richard S. Kramlich, USMC Deputy Commandant, Installations and Logistics “Achieving Supply Responsiveness/Asset Visibility on the 21st Century Battlefield”
8:30am	Exhibit Hall Opens
9:00am - 10:15am	BREAKOUT SESSION I 1. DoD EMALL Demonstration/Overview.....Delaware A 2. Value Engineering Tools for Contractor Support:.....Delaware B • Casting & Forging • Value Engineering Change Proposals • Replenishment Parts Purchase or Borrow • Sustaining Engineering 3. Procurement Systems and Supplier Interfaces.....Delaware C • DLA Internet Bid Board System (DIBBS) • Automated Indefinite Delivery Orders (AIDO) • Project Data Management Initiative (PDMI) • Automated Best Value System (ABVS) 4. Tire Commodity Management Privatization (BRAC).....Delaware D 5. Radio Frequency Identification (RFID)/Packaging.....Franklin A 6. DFAS Your Financial Partner @ Work.....Franklin B 7. Land Supply Chain.....Franklin C 8. Maritime Supply Chain.....Franklin D
10:15am	Break.....Battelle Hall

Conference Agenda

10:45am - 12:00pm	<p>BREAKOUT SESSION II</p> <ol style="list-style-type: none">1. DoD EMALL Demonstration/Overview.....Delaware A2. Value Engineering Tools for Contractor Support:.....Delaware B<ul style="list-style-type: none">• Casting & Forging• Value Engineering Change Proposals• Replenishment Parts Purchase or Borrow• Sustaining Engineering3. DSCC Small Business Program/Sourcing Initiatives.....Delaware C4. DLR - Depot Level Repairables (BRAC).....Delaware D5. Radio Frequency Identification (RFID)/Packaging.....Franklin A6. DFAS Your Financial Partner @ Work.....Franklin B7. Land Supply Chain.....Franklin C8. Maritime Supply Chain.....Franklin D
12:00pm	Exhibit Hall Closes
12:10pm - 1:55pm	<p>Lunch with Guest Speaker.....Regency Ballroom</p> <p>Major General William M. Lenaers, USA Commanding General, US Army TACOM “What Your Largest Customer Thinks”</p>
1:55pm - 2:15pm	<p>Remarks</p> <p>Rear Admiral Charlie M. Lilli, SC, USN Commander, Defense Supply Center Columbus</p>
2:15pm - 3:30pm	<p>“Meet the Leaders”</p> <p><i>Moderator</i></p> <p>Mr. James M. McClaugherty, SES Deputy Commander, Defense Supply Center Columbus</p> <p><i>Participants</i></p> <p>Mr. Stephen E. Rodocker Procurement Process Support Directorate, Defense Supply Center Columbus</p> <p>Ms. Julie N. Van Schaik Systems & Procedures Division, Defense Supply Center Columbus</p> <p>Captain Griffin Warren, SC, USN Maritime Supplier Operations, Defense Supply Center Columbus</p> <p>Colonel Stephen G. Bianco, USA Land Supplier Operations, Defense Supply Center Columbus</p> <p>Ms. Eleanor G. Holland Small Business Office, Defense Supply Center Columbus</p> <p><i>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.</i></p>
4:00pm	Conference Adjourns

Breakout Workshop Session Descriptions

DoD EMALL DEMONSTRATION/OVERVIEW

Mr. Howard (Tony) Griffin

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 strives to be a premier provider of support and services to our customer, the Warfighter, by continually seeking to improve its processes, skills, technology and relationships. The Value Management Office knows the DSCC customers are faced with a constantly changing environment and needs as they perform their job. It is the Value Management Office responsibility to assist the DSCC customers and provide them with the necessary equipment to succeed.

PROCUREMENT SYSTEMS AND SUPPLIER INTERFACES

Ms. Julie N. Van Schaik

Mr. Michael J. Corelis

Mr. Alan C. Searfoss

Ms. Patrice M. Francis

Ms. Tammy L. Solt

Ms. Tara L. Dalley

Mr. Doug Griffith

Mr. Todd Lewis

Ms. Pat McCreay

This workshop will consist of an overview of information covering Business Systems Modernization (BSM) Systems /Application. The presentation covers electronic initiatives, including the DLA Internet BidBoard System (DIBBS); the procurement Automated Contracting System; DLA's Pre-award Contracting System/Electronic Commerce; Internet Quoting; and email notification process.

TIRE COMMODITY MANAGEMENT PRIVATIZATION (BRAC)

Mr. Matthew O. Geary

The Defense Supply Center Columbus is implementing the 2005 Base Closure and Realignment Act (BRAC) recommendation on Tire Commodity Management Privatization, which will transform the manner that tires are supplied to the Department of Defense customers. The BRAC Tire Privatization Initiative is designed to achieve economies and efficiencies that enhance the effectiveness of logistics support to forces as they transition to more joint and expeditionary operations. This recommendation disestablishes the supply, storage and distribution functions for all tires used by the Department of Defense, retaining only the supply contracting functions for the tire commodity. DSCC will privatize these functions and will rely on private industry for the performance of supply, storage and distribution of these commodities.

LAND SUPPLY CHAIN

Tiffany L. Givens-Barnett

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.

Breakout Workshop Session Descriptions

DLR - DEPOT LEVEL REPARABLES (BRAC)

Mr. Stephen E. Rodocker

The 2005 Base Realignment and Closure (BRAC) Commission approved the Secretary of Defense recommendation to consolidate the Depot Level Reparables (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.

DFAS YOUR FINANCIAL PARTNER @ WORK

Ms. Cheri Bundy

Ms. Cassandra McDuff

Ms. Michelle Woldt

Mr. Don Gullet

The staff of the Defense Finance and Accounting Service of Columbus, OH 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, WAWF virtually eliminates late payments and interest penalties. Vendors save time associated with mailing and processing documents through the Defense Finance and Accounting Service.

RADIO FREQUENCY IDENTIFICATION (RFID)/PACKAGING

Ms. MaryAnn Wagner

Mr. Hance L. Barnett

Ms. Jeanie M. Beisner

Ms. Deborah D. Thompson

The Defense Supply Center Columbus (DSCC) Packaging Office and the Office of the Assistant Deputy Under Secretary of Defense (Supply Chain Integration) will provide information on military packaging and marking requirements for DLA shipments including the latest requirements for Radio Frequency Identification Technology (RFID) and the various types of tags and mandatory dates of mandatory implementation.

DSCC SMALL BUSINESS PROGRAM/SOURCING INITIATIVES

Ms. Eleanor G. Holland

Ms. Rebecca A. Parks

Ms. Vikki C. Hawthorne

The Defense Supply Center Columbus Small Business Center will present a briefing on the DSCC outreach initiatives designed to increase the sourcing of contracts to small businesses. Participants will gain knowledge about small business initiatives and gain insight in understanding the complexities of DSCC's procurements. Time is allotted for questions and answers.

MARITIME SUPPLY CHAIN

Mr. Kenneth E. Rumbaugh

Mr. Kreston L. Harris

Mr. Mike Kuszmaul

Mr. Roger Dixon

Mr. Evan B. Baisden

Ms. Linda K. Johnson

Ms. Katelyn McCullough

Mr. Jeff C. Dixius

Mr. Larry Scarberry

Mr. Matthew Ligato

Ms. Kim Hansen

Mr. Ernie Reid

Ms. Linda McCarty

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.

2005 Recognition for Excellence Award

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

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

The DSCC Center Score from the January 5, 2005 monthly update to the January 5, 2006 monthly update was used for selecting the DSCC 2005 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 below are being recognized as Recognition for Excellence Award Winners due to their exceptional performance. (* Denotes previous Award Winners.)

2005 RECOGNITION FOR EXCELLENCE GOLD AWARD WINNERS

Aerol Co., Inc. *	Nartron Corporation *
Aurora Cord & Cable Company	Northrop Grumman Corporation, Integrated Systems Western Region, F/A-18 Program *
B. W. I. of KS, Inc.	Northrop Grumman Corporation, Integrated Systems Western Region, F-5/T-38 Program *
Connectronics, Inc.	Ontario Knife Company *
Dare Electronics, Inc. *	Pacific Coast Sales
Easter Seals Northwest Alabama *	Phaotron Instrument & Electronic Co., Inc. *
Eichenauer Services, Inc. *	Probe Master, Inc. *
Essex Cryogenics of MO, Inc. *	Sarnoff GEM Program
Falcon Aerospace, Inc.	Technology Research Corporation, Government Operations *
Flexco, Inc. *	UCOM, Inc. *
I Group Electronics	Voto Specialty Products *
ITT Aerospace Controls *	Work Services Corporation
JLG Industries, Inc. *	
KAMS Limited	
Lee Air Company, Inc. *	
Milton Industries, Inc. *	
MKT Technologies *	

2005 Recognition for Excellence Award

2005 RECOGNITION FOR EXCELLENCE SILVER AWARD WINNERS

Aeroflex *
Aerospace Optics, Inc. *
Alfa Laval, Inc.*
Amtech Corporation
Aviation Devices & Electronic
Components, LLC
Centroid, Inc. *
Coaxial Dynamics *
Communications & Ear Protection, Inc.
Component Enterprises Company, Inc. *
David Clark Company, Inc. *
Detroit Switch, Inc. *
Dillon Aero, Inc.
Dimo Corporation
Environmental Systems, Inc. *
FIC Corporation *
Fluid-Air Products, Inc. *
GA Pipe, Inc.*
Greenlees Filter, LLC *
HBD / Thermoid, Inc.
Ideal Precision Meter, Inc.
Insight Technology, Inc. *
L-3 Communications/Electrodynamics *
Lockheed Martin Aeronautics *
Mark Electronics, Inc. *
Microwave Filter Company, Inc.
Midwest Tube Fabricators, Inc. *
Military Petroleum and Water Systems
MMC Metrology Lab, Inc.
OHMCO, LLC
Raytheon *
State Electronics Parts Corporation *
TPS Aviation, Inc. *

2005 RECOGNITION FOR EXCELLENCE BRONZE AWARD WINNERS

Adelwiggins Group Transdigm, Inc. *
Aero Hardware & Supply, Inc. *
All Rite Distributing Co., Inc.
Applied Industrial Technologies
ATAP, Inc. *
Barker Microfarads, Inc.
Barlo Equipment Corporation
Brown Helicopter, Inc. *
CDK Mobile Systems, Inc. *
Comperipherals, Inc. *
Contract Fabrication and Design
Dixie Air Parts Supply *
Dreamfind, Inc.
Electronic Transformer Corporation
Electronic Transformer Corporation *
Evans Tempcon, Inc.
Gems Sensors, Inc.
General Electric Company
GMA Cover Corporation *
Hydraflow *
Imperial Wire & Cable Co., Inc. *
Iris Electronics Exchange, Inc. *
King Nutronics Corporation
Moog, Inc., Components Group *
New Yorker Electronics, Inc. Co.
Nobles Manufacturing, Inc. *
Otis Products, Inc. *
PDI Ground Support System, Inc. *
R. E. Darling Co., Inc. *
Scioto Valve and Fitting Co.
Seats, Inc.
Shiloh Industries, Inc.
SMRC Engineering, Inc.
Standard Wire & Cable Co. *
Techni-Tool, Inc.
Tiem Engineering Corporation
Transtechonology Corporation,
Breeze-Eastern Division
Trevose Industrial Products, Inc. *
Triangle Electronics Group, Inc.
Wärtsilä Lips, Inc. *
Webbco, Inc. *
Wilmington Instrument Co., Inc.
Yaro Supply Company *

Rear Admiral Charlie M. Lilli, SC, USN

COMMANDER, DEFENSE SUPPLY CENTER COLUMBUS

Rear Admiral Charlie M. Lilli, SC, USN, became Commander of Defense Supply Center Columbus in Columbus, OH on Aug 16, 2005.

As DSCC's Commander, Rear Admiral Lilli oversees an operating budget of \$2.8 billion. He also directs the functions of more than 2,500 associates involved in purchasing materiel, monitoring inventory levels, maintaining technical data and assuring quality conformance of more than 1.6 million spare and repair parts used by more than 24,000 military units and civilian federal agencies. DSCC had sales of \$2.8 billion in 2004 with procurements in excess of \$2.3 billion.

Rear Admiral Lilli came to DSCC from an assignment as Chief of Staff, Naval Supply Systems Command, Mechanicsburg, PA. Prior to that assignment, he served as Executive Assistant to Deputy, Chief of Naval Operations for Resources, Requirements and Assessment (OPNAV N8).

Rear Admiral Lilli has earned qualifications as a Surface Warfare Officer, Surface Warfare Supply Officer and Aviation Supply Officer. His tours afloat include assistant Supply Officer, USS California (CGN-36), and as Supply Officer in USS Kidd (DDG-993), USS Supply (AOE-6) and USS Essex (LHD-2).

Rear Admiral Lilli's assignments ashore include Commissary Store Officer, Branch Commissary Store Officer, NAS Oceana; Supply Management Inspector, Readiness Support Group, Norfolk; Supply Officer, Commander Destroyer Squadron Group 2; Director, Ships Systems and Planning and Operations Research, NAVICP Mechanicsburg; Deputy Commander, Supply Chain Management, Navy Supply Systems Command; Head Readiness Analyst, OPNAV N80; and Executive Assistant to Deputy, Chief of Naval Operations for Resources, Requirements and Assessment (OPNAV N8).

A native of East Stroudsburg, PA, Rear Admiral Lilli earned his Bachelor's Degree at Muhlenberg College, Allentown, PA and was commissioned in 1980 through the Officer Candidate School as an Ensign in the Navy Supply Corps. He received a Master's Degree in inventory management from the Naval Postgraduate School, Monterey, CA.

His personal awards include the Legion of Merit, the Meritorious Service Medal (fourth award), the Navy Commendation Medal (fifth award) and the Navy Achievement Award.



Mr. Allan A. Banghart, SES

DIRECTOR, STRATEGIC PLANNING AND ENTERPRISE TRANSFORMATION, J-5, DEFENSE LOGISTICS AGENCY

Mr. Allan A. Banghart is the Director, Strategic Planning and Enterprise Transformation, J-5, Defense Logistics Agency (DLA), Fort Belvoir, VA. He assumed these responsibilities in June 2002.

Mr. Banghart is responsible for leadership and coordination of the Agency's strategic transformation and modernization efforts. He provides corporate-level direction and focus to ensure DLA's wide-ranging systems, processes, organizational and personnel initiatives are developed and deployed to achieve the Agency's overarching strategic objectives. His duties also include strategic planning, policy development and maintaining open and productive dialogue with the Secretary of Defense staff, senior Military Service executives and top ranking corporate managers in private industry.

Mr. Banghart has 30-plus years experience involving a broad spectrum of Defense logistics and systems commands. Capstone assignments include the Joint Staff, the Secretary of Defense staff and Navy command level positions where he led strategic planning and corporate level policy development and deployed numerous logistics reengineering initiatives and systems transformations. His active duty military experience includes four sea duty tours in the Navy's nuclear power submarine community and shore duty assignments at Navy's Ordnance Inventory Control Point, a TRIDENT Submarine Refit Facility, a Fleet and Industrial Supply Center, the Navy Bureau of Personnel and two retail operations. While serving as Supply Officer, USS MCKEE (AS-41), he completed a wartime surge deployment to the Persian Gulf in support of Operation DESERT STORM, which included 84 days of combat.

While on active duty, he qualified in submarines and was awarded the Defense Superior Service Medal, the Meritorious Service Medal (three gold stars), the Navy Commendation Medal and various other personal, campaign and unit commendation awards. He transitioned from uniformed service in September 2001.

Mr. Banghart holds a Bachelor's Degree from the University of Washington and a Master of Business Administration Degree from Michigan State University and a Master of Science Degree from the Industrial College of the Armed Forces. He also completed post-graduate studies at the University of Washington, the US Naval War College and San Diego State University, as well as the University of Pittsburgh Executive Development Program.



Mr. James M. McClaugherty, SES

DEPUTY COMMANDER, DEFENSE SUPPLY CENTER COLUMBUS

James M. McClaugherty is the Deputy Commander of the Defense Supply Center, Columbus, OH. 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, WV, Mr. McClaugherty grew up in Delaware and Connecticut and now resides in Westerville, OH. 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, CT in 1970 and a Master's Degree in Logistics Management from the Air Force Institute of Technology at Wright-Patterson AFB, OH in 1979.

His 30-year career included an Air Staff tour at the Pentagon from 1983 to 1988 and the command of Johnston Atoll in the Pacific Ocean from 1989 to 1990. At the Air Force Logistics Center, Kelly Air Force Base, San Antonio, TX, 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.

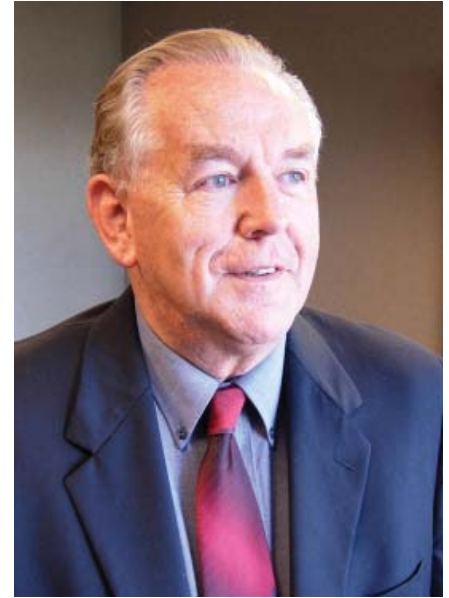
His military education includes attending Air Command & Staff College, Maxwell AFB, AL, 1983; Industrial College of the Armed Forces, Ft. McNair, DC, 1989; Defense Systems Management College, Ft. Belvoir, VA, 1993; Aspen Leadership Institute, Aspen, CO, 1997; and Leading Change & Organizational Renewal, 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.

Mr. Edmond L. Peters

SENIOR VICE PRESIDENT, PROCUREMENT AND BUSINESS DEVELOPMENT PRESIDENT, AM GENERAL DEFENSE, AM GENERAL, LLC

In 2003, Edmond L. Peters was named President, AM General Defense, while maintaining his position as Senior Vice President, Procurement and Business Development for AM General, a title he has held since 1996. In these positions, he is responsible for international and domestic military contracts, purchasing and interface with congressional, government administrative and Department of Defense personnel. He also has responsibility for AM General's Service Parts and Logistics Operation.



In August 1999, Peters was named Chief Operating Officer of AM General's engine-manufacturing subsidiary, General Engine Products, Inc., headquartered in Franklin, OH.

Prior to his current appointment, Peters served from 1992 to 1996 as Vice President, Contracts and Purchasing. In this position, he was responsible for military contracts and materials. Before that, he was Director, Purchasing from 1988 to 1992. Peters came to AM General in 1985 as Regulatory Compliance Director.

Peters joined LTV Aerospace and Defense Company in 1984 as Contracts Manager in Dallas, TX before moving to AM General, at that time, LTV's vehicle manufacturing unit.

From 1966 to 1984, as a Department of the Air Force civilian employee, Peters held a variety of contracting and purchasing management positions. He was Chief, Contract Administration for the Air Force Plant Representative Office at General Dynamics in Fort Worth, TX from 1982 to 1984.

Peters holds a Bachelor's Degree in education from Central State University of Oklahoma and an MPA from the University of Oklahoma. A native of Oklahoma, Peters currently resides in Granger, IN.

AM General is the manufacturer of the High Mobility Multi-purpose Wheeled Vehicle (HMMWV, pronounced HUMVEE®) for US and overseas military services, as well as HUMMER® vehicles for the civilian marketplace. Headquartered in South Bend, IN, AM General is the world leader in the design, engineering and production of military and special purpose vehicles with a history of more than 50 years of experience.

*HUMVEE is a registered trademark of AM General, LLC
HUMMER is a registered trademark of General Motors Corporation*

Vice Admiral Justin D. McCarthy, SC, USN

SUPPLY CORPS DIRECTOR, MATERIAL READINESS AND LOGISTICS (N4) OPNAV STAFF

Vice Admiral Justin D. McCarthy became Director, Material Readiness and Logistics in August 2004. As such, he is responsible for the strategic planning for all Navy Fleet readiness and logistics programs.

A native of Auburn Hills, MI, Vice Admiral McCarthy earned his commission through Officer Candidate School, Newport, RI in October 1969. He holds a Bachelor of Science degree in Engineering from Oakland University and is a distinguished graduate of the Naval Postgraduate School, where he earned a Master of Science degree in Management with subspecialties in financial management, weapon system acquisition management and materiel management. He is also a distinguished graduate of the Naval War College and a graduate of the University of Michigan Executive Education Program.



Vice Admiral McCarthy has served in a variety of sea and shore duty assignments providing him extensive logistics and financial management experience. At sea, his assignments have included Assistant Supply Officer, USS Holland (AS 32); Supply Officer, USS Newport (LST 1179); Supply Officer, USS New Orleans (LPH 11); and Recommissioning Supply Officer, USS Missouri (BB 63). Ashore, his assignments have included duty as Planning Officer, Naval Supply Center, Pearl Harbor; Special Assistant to the Stock Control Director, Navy Ships Parts Control Center; Executive Assistant to the Commander, Naval Supply Systems Command; Comptroller, Naval Surface Force, US Pacific Fleet; Head, Spares Program and Policy Branch on the staff of the Deputy Chief of Naval Operations for Logistics; Commanding Officer, Navy Supply Corps School; and Comptroller, Defense Logistics Agency.

Since his promotion to flag rank in November 1996, Vice Admiral McCarthy has served as Deputy Director for Material Management, Defense Logistics Agency; Deputy Chief of Staff for Logistics, Fleet Supply and Ordnance, US Pacific Fleet; and as Commander, Naval Supply Systems Command and 42nd Chief of Supply Corps.

Vice Admiral McCarthy's personal decorations include the Defense Distinguished Service Medal, Navy Distinguished Service Medal, Legion of Merit (four awards) and the Meritorious Service Medal (two awards). He is a qualified Surface Warfare Supply Corps Officer, a member of the Navy Acquisition Professional Community and a Certified Government Financial Manager.

Lieutenant General Richard S. Kramlich, USMC

DEPUTY COMMANDANT, INSTALLATIONS AND LOGISTICS, HEADQUARTER MARINE CORPS

Lieutenant General Richard S. Kramlich is currently serving as the Deputy Commandant for Installations and Logistics, Headquarter Marine Corps, Washington, DC.

Lieutenant General Kramlich received his Marine Corps commission in June 1973 following graduation from the United States Naval Academy, where he earned a Bachelor of Science degree while majoring in Operations Analysis.

In June 1974, after completing The Basic School and Ground Supply Officers School, he was assigned to the 3d Marine Aircraft Wing. During this tour, he was in charge of supply accounts at Marine Aircraft Group-13 and Marine Wing Support Group-37. He was subsequently ordered to Okinawa in 1976 where he was the unit supply officer for 3d Combat Engineer Battalion, 3d Marine Division.

After transferring back to the States, he attended the Naval Postgraduate School in Monterey, CA, and graduated in March 1979 with a Master of Science Degree in Material Management. His follow-on tour was as an instructor of economics at the US Naval Academy. Returning overseas in June 1982, he served with the 3d Supply Battalion, 3d Force Service Support Group as the Officer-in-Charge, General Account, Supply Management Unit (SMU).

Upon his return in 1983, Lieutenant General Kramlich was assigned to Headquarters, Marine Corps where he was a project officer in the Material Management and Policy Branch of Installations and Logistics. Subsequent to that tour, he was ordered to the Marine Corps Command and Staff College and graduated in June 1988.

His next assignment was to the 2d FSSG where he was the S-3 Officer of 2d Supply Battalion and later the Officer-in-Charge, Supply Management Unit. In December 1990, he deployed to Saudi Arabia where he was the Officer-in-Charge, SMU for the 1st FSSG during Operation Desert Shield/Desert Storm. He returned in June 1991 to attend the Marine Corps War College, and following graduation, served on the faculty of the Command and Staff College. In July 1994, he transferred back to the 2d FSSG and served as the Deputy G-3 prior to taking command of 2d Maintenance Battalion in December 1994. Upon completion of that tour in June 1996, he was assigned to the Group staff as the Assistant Chief of Staff, G-3. In June 1998, he executed orders to the US Central Command to serve as the Deputy Director for Logistics and Security Assistance. In April 2000, he took command of Marine Corps Logistics Bases, Albany, GA and was promoted to Brigadier General on 1 October 2000. He was reassigned June 2003, assuming command of 1st Force Service Support Group and deployed that organization in March 2004 with I Marine Expeditionary Force in support of Operation Iraqi Freedom II.

After relinquishing command in August 2005, Lieutenant General Kramlich was transferred to Headquarters Marine Corps where he assumed duties as the Deputy Commandant of Installations and Logistics.

Lieutenant General Kramlich's personal decorations include the Defense Superior Service Medal, the Legion of Merit, Bronze Star Medal, the Meritorious Service Medal, with gold star in lieu of second award and the Navy and Marine Corps Commendation Medal.



Major General William (Mike) Lenaers, USA

COMMANDING GENERAL, US ARMY TACOM, LIFE CYCLE MANAGEMENT COMMAND

Major General Mike Lenaers assumed command of the US Army TACOM Life Cycle Management Command on 28 September 2004. Prior to this assignment, he served as the 32d Chief of Ordnance at Aberdeen Proving Ground, MD. He has commanded at every level from company through Corps Support Command. His extensive experience in supporting the Army's combat units, combined with his command of the Armament Research, Development and Engineer Command have made him a strong advocate for the combat units and the need for agile and responsive support across the complete life cycle of TACOM systems.



Major General Lenaers received an ROTC commission upon graduation from the University of Santa Clara with a Bachelor of Science Degree in Chemistry. He also holds a Master of Science Degree in Oceanography from Oregon State University. His military education includes the Command and General Staff College and the Army War College.

Major General Lenaers' previous assignments include serving as the Technical Supply Officer and Shop Officer for the 699th Maintenance Company, 85th Maintenance Battalion, in Hanau, Germany; Aide-de-Camp to the Commander of the 3d Support Command (Corps) in Frankfurt, Germany; Transportation and Maintenance Officer for the Naval Support Force Antarctica at McMurdo Station, Antarctica; Commander of the 190th Maintenance Company, Armor Support Battalion, at Fort Hood, TX; Associate Professor of Chemistry at the United States Military Academy; Chief of the Plans Branch for the Assistant Chief of Staff for Logistics, 21st Support Command in Kaiserslautern, Germany; Commander of the 707th Main Support Battalion, 7th Infantry Division, at Fort Ord, CA; Commander of the 1st Infantry Division Support Command, at Fort Riley, KS; Commander, Armament Research Development and Engineering Center, at Picatinny Arsenal, NJ; Commander, 13th Corps Support Command, Fort Hood, TX; three separate assignments as a General Staff Officer for the G4 at Headquarters, Department of the Army; and as the Deputy Chief of Staff for Ammunition, Headquarters, Army Materiel Command.

Major General Lenaers' awards include the Army Distinguished Service Medal, the Legion of Merit with three Oak Leaf Clusters, the Meritorious Service Medal with four Oak Leaf Clusters, the Army Commendation Medal, the Navy Commendation Medal, the Army Achievement Medal, the National Defense Service Medal and the Antarctic Service Medal.

He and his wife, Lorel, are natives of the San Francisco Bay Area. They have one daughter, Nicole, who resides in Denver, CO.

Conference Promotional Partner

PWC LOGISTICS

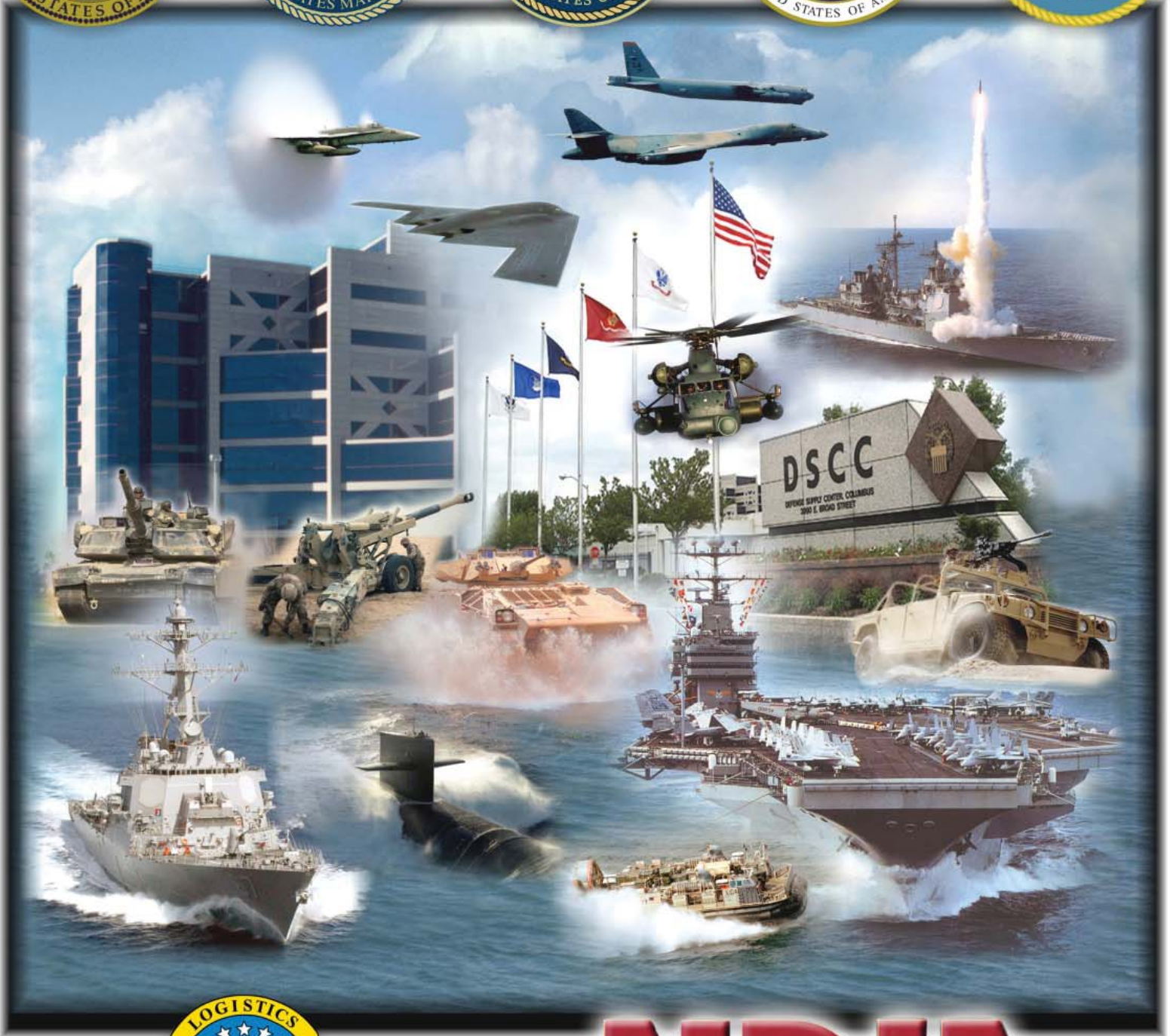
PWC Logistics is a global provider of end-to-end supply chain solutions, with more than 450 offices located in over one hundred countries spread across six continents. Through its network of warehousing facilities and transportation and freight management services, PWC provides its customers with flexible solutions tailored to meet their business needs. PWC's customers span a wide range of industries, including apparel and footwear, automotive, consumer and industrial electronics, consumer packaged goods, engineering and construction, events and entertainment, food and grocery, government and military, healthcare and pharmaceutical and oil and petrochemicals.

Throughout the Middle East, PWC operates a network of warehousing facilities and a fleet of over 3,000 transportation and distribution vehicles. In the Far East, PWC's subsidiary, Trans-Link Group, offers specialized logistics services, including exhibition and event logistics, e-fulfilment and project forwarding. Globally, PWC's Transoceanic Shipping provides project logistics solutions tailored to the construction, mining, and oil and gas industries. And, PWC's GeoLogistics Corporation offers global freight management.

PWC Logistics is a publicly traded company listed on the Kuwait Stock Exchange, ticker symbol WARE. For more information about PWC Logistics and its subsidiaries, please visit www.pwclogistics.com.

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STRENGTH THROUGH INDUSTRY & TECHNOLOGY



Land & Maritime Supply Chains Business Conference



Base Realignment And Closure – BRAC 2005

What Does It Mean for DLA?

Allan Banghart
Director, Enterprise Transformation
29 August, 2006



BRAC 2005

What Does it Mean for DLA

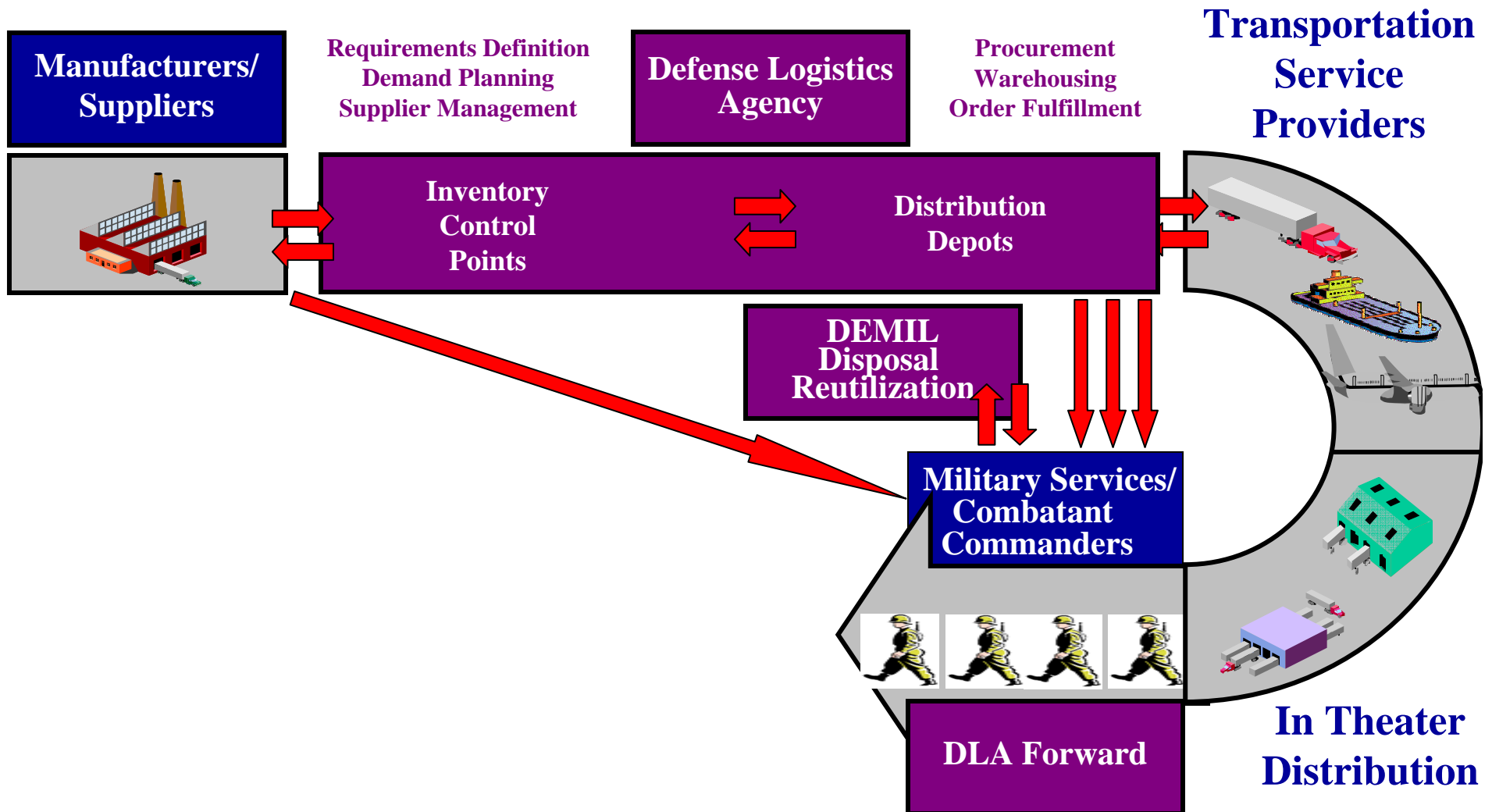
- **Background**
- **The Decisions**
 - **DLR Procurement Management**
 - **Consumable Item Transfer**
 - **Strategic Distribution**
 - **Maintenance Depot Supply, Storage & Distribution**
 - **Commodity Management Privatization**
- **In Closing**



Background



Platform and Troop Support Supply Chains





DLA Enterprise

FY01 Sales/Services:	\$17B
FY02 Sales/Services:	\$21.5B
FY03 Sales/Services:	\$25B
FY04 Sales/Services:	\$28B
FY05 Sales/Services:	\$31.8B
FY06 Projection:	\$35.0B

- **Land/Maritime:** \$3.0B
- **Aviation:** \$3.3B
- **Troop Support:** \$12.3B
- **Energy:** \$12.9B
- **Distribution:** \$2.2B
- **Other:** \$1.3B
- ~95% of Services' repair parts
- 100% of Services' subsistence, fuels, medical, clothing & textile, construction & barrier materiel

Foreign Military Sales

- **Sales:** \$1.18B
- **Shipments:** 535K
- **Supporting 124 Nations**

Scope of Business

- **54,000 Requisitions/Day**
- **8,200 Contracts/Day**
- **#58 Fortune 500 – Above Sprint Nextel**
- **#2 in Top 50 Distribution Warehouses**
- **26 Distribution Depots**
- **5.2 Million Items – eight supply chains**
- **25M Annual Receipts and Issues**
- **1411 Weapon Systems Supported**
- **132.8M Barrels Fuel Sold**
- **\$14.6B Annual Reutilizations/Disposals**

People

- **20,805 Civilians**
- **519 Active Duty Military**
- **754 Reserve Military**
- **Located in 48 States/28 Countries**



BRAC Basics

- **BRAC process designed to drive efficiencies – infrastructure business model enhancements**
- **BRAC decisions are statute**
- **Must complete by 30 September 2011**
- **Tiered-spiral deployment approach**
- **CONOPS evolving**
- **Normal joint dynamics**



Tenets

- **Readiness**
- **Rationalize the end-to-end DoD enterprise business model**
- **Execute the decisions**
- **Achieve the savings**



**Depot Level Repairables
Procurement Management
Decision**



Depot Level Reparables Procurement Management Decision

The Decision

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



Depot Level Repairables Procurement Management Decision

End State

A single, integrated DLR and Consumable Item procurement management provider supporting all Service requirements by FY '11

- A single face to industry for all “aftermarket” DLR and consumables procurement**
- Commercial partners maintaining a single procurement management strategic partnership**
- DoD fully leveraging its DLR and consumable buying power**



Depot Level Reparables Procurement Management Decision

End State Issue

- **End-state business model**
 - **One procurement service provider for DoD, or more?**
 - **Statute does not direct the transfer of DLR procurement management functions other than new DLRs**
 - **Navy committed to a single procurement management solution outside BRAC, ...**
 - **Extent of leverage – industry's interface(s)?**

The background of the slide features a faded American flag with its stars and stripes. At the bottom, there is a silhouette of a group of people, possibly a crowd or a group of individuals, standing against a light background. The overall tone is patriotic and formal.

Consumable Item Transfer Decision



Consumable Item Transfer Decision

The Decision

...Services relocate consumable item budgeting/funding, contracting, cataloging, requisition processing, customer services, item management, stock control, weapon system secondary item support, requirements determination and integrated materiel management technical support Inventory Control Point function to the Defense Logistics Agency ...



Consumable Item Transfer Decision

End State

A single, integrated consumable items manager supporting all Services' requirements by FY '11 excluding:

- Design unstable**
- One Time Fabricated/Reclaimed**
- One-Time Mods/Conv/Alterations**
- Communications/SIGINT**
- Non-Ordnance Nuclear**
- Level I/SUBSAFE**
- Special Waivers**



Consumable Item Transfer Decision

End State Issue

- **~300,000 of Department's ~5,600,000 consumable items will continue to be managed by Services**
- **All others will transition to DLA**

The background of the slide features a faded American flag with its stars and stripes. At the bottom, there is a silhouette of a group of people standing together. The overall image is semi-transparent, allowing the text to be clearly visible.

Strategic Distribution Decision



Strategic Distribution Decision

The Decision

... Warner Robins and Oklahoma City Distribution Depots (DD) designated Strategic Distribution Platforms (SDP) – mirror existing SDPs' functionality

Columbus DD closed

Remaining DDs, except Red River, designated Forward Distribution Points (FDPs) – retaining minimum necessary supply, storage and distribution functions to support co-located depot and intermediate level maintenance activities ...

Red River remains a Distribution Depot



Strategic Distribution Decision

End State


- **Four Strategic Distribution Platforms**
 - Primary support for regional customers – at home and deployed
 - Primary replenishment source for regions' FDPs
- **Forward Distribution Points**
 - A single manager of storage and distribution
 - A single storage and distribution infrastructure



Strategic Distribution Decision

End State Issues

- **Re-balancing of wholesale inventories**
- **Physical distribution consolidation at bases with DLA Distribution Depots**

The background of the slide features a faded American flag with stars and stripes. At the bottom, there is a silhouette of a group of people standing together.

Maintenance Depot Supply, Storage and Distribution Decision



Maintenance Depot Supply, Storage & Distribution Decision

The Decision

...Realign bases by consolidating the supply, storage and distribution functions and associated inventories of the local DD with all other supply, storage and distribution functions and inventories that exist at the bases and support the co-located maintenance depot's operations, maintenance and production ...



Maintenance Depot Supply, Storage & Distribution Decision

End State

A single, integrated supply, storage and distribution provider supporting all Services' maintenance depot requirements to the point of materiel hand-off to the artisan by FY '11

- Single maintenance depot logistics support provider**
- A single inventory level**
- However, tailored inventory/delivery strategies**
- Single maintenance depot supply, storage and distribution infrastructure**



Maintenance Depot Supply, Storage & Distribution Decision

Key End State Issues

- **Agency now in retail supply operations**
- **End state business model**
 - **One supply, storage, and distribution provider or more at each depot**
 - **Maintenance depot production-DLA seams**

The background of the slide features a faded American flag with stars and stripes, and a silhouette of a crowd of people at the bottom. The text is centered over the flag.

Commodity Management Privatization Decision



Commodity Management Privatization Decision

The Decision

...realign tires, packaged petroleum products and compressed gasses supply contracting functions from the military Service provider to DSCR and DSCC. Disestablish all other supply, storage and distribution functions for these commodities ...



Commodity Management Privatization Decision

End State

Prime Vendor arrangements satisfying all supply, storage, distribution and disposal requirements for tires, packaged petroleum products, oils, lubricants and compressed gasses



Commodity Management Privatization Decision

End State Issue

- **Agency taking another step in becoming a manager of supply chains – rather than managing supplies**
- **Opportunities for commercial partners**

The background of the slide features a large, wavy American flag with its characteristic stars and stripes. At the bottom of the image, there is a dark silhouette of a group of people standing together. The overall tone is patriotic and formal.

In Conclusion



DLA Enterprise

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FY03 Sales/Services:	\$25B
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- **Energy:** \$12.9B

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- **754 Reserve Military**
- **Located in 48 States/28 Countries**



In Conclusion

*Big change, big challenges,
big opportunities for the Agency and the
Department*

Focus is on the tenets

- Readiness first
- Rationalize the end-to-end logistics Defense Department business model
 - Execute the decisions
 - Achieve the savings



Base Realignment & Closure 2005 – Depot Level Reparable (DLR) Procurement Management Consolidation

Stephen Rodocker
Pillar Lead,
DLR Procurement Management



Overview



- Depot Level Reparable Procurement Management
 - Base Realignment & Closure (BRAC) Decision
 - Organizing for Transition
 - Impact of the Change
 - New Supply Chain Alignment
 - Making the Transition
 - DLR Numbers
 - Schedule for Implementation



Top Five Priorities



- Mission –
 - *Support to the War Fighter*
 - *Distribution Process Owner*
- Transformation –
 - *Enhanced Capabilities for the Future War Fighter*
- People –
 - *Transforming Our Human Capital and the Workplace*
- Alignment –
 - *To War Fighters...To Supply Chains*
- One Enterprise –
 - *Seamless Partnering for War Fighter Logistics Support*

***BRAC – The Agency's
13th Transformation Initiative***



DLR Procurement Management Consolidation



The Decision

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

Post-BRAC Business Model

- A single, integrated DLR and Consumable Item procurement management provider
- Supporting all Service requirements by FY 11:
 - A single face to industry for all DLR and consumables procurement
 - DoD fully leveraging its DLR and consumable buying power
 - Commercial partners maintaining a single procurement management strategic partnership

**Saves DOD \$1.9B by Leveraging all Procurement Buys
and Managing them within a Single Agency!**



Transformational Change Consolidate Procurement of DLRs



- Disestablishes Three Service Inventory Control Points (ICPs) through Consolidation
 - FT Monmouth, Ft Huachuca, Rock Island
 - Establishes Aberdeen as a New ICP Site
- Keeps Engineering Functions with Components
- Realigns Procurement Management Responsibility of Class IX Depot Level Reparables to DLA
- Achieves Savings Through
 - Reduced Inventory Investment
 - Leveraging Larger Purchases
 - Increased use of Performance Based Agreements (PBA)



BRAC 2005 Governance



SECDEF

Infrastructure Executive Council

Infrastructure Steering Group

OSD BRAC Office

Joint Cross Service Groups

Business Managers

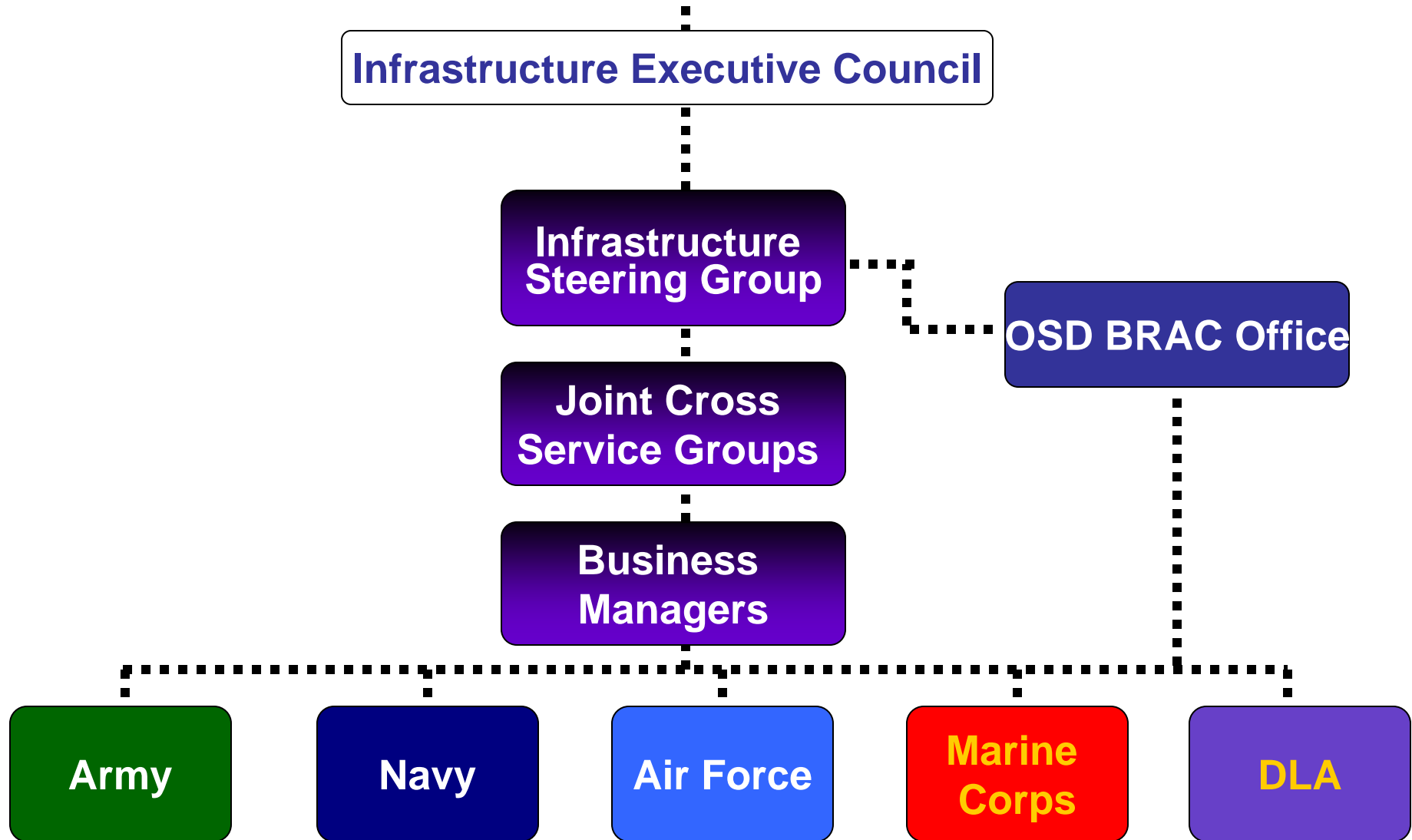
Army

Navy

Air Force

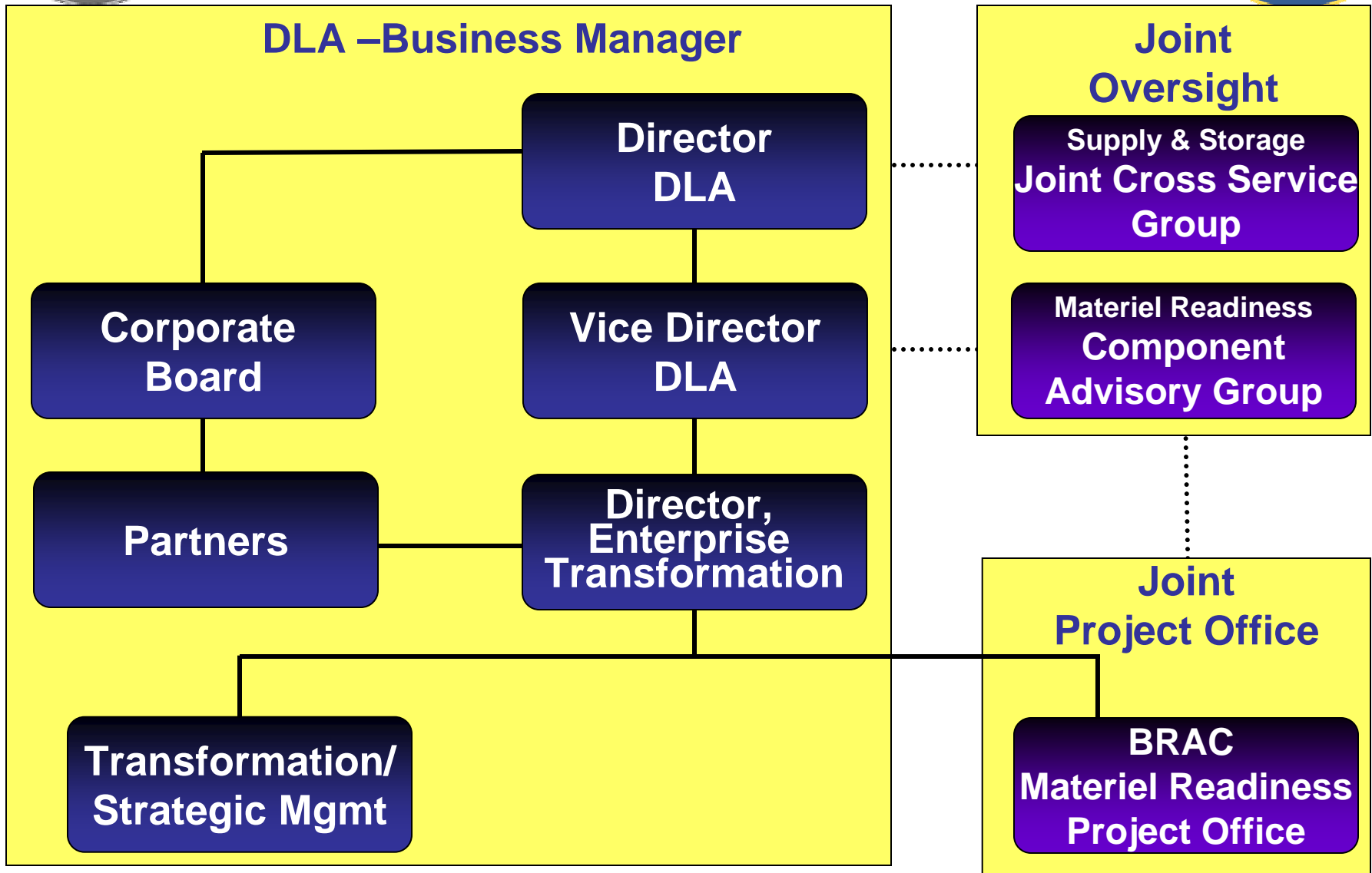
Marine Corps

DLA



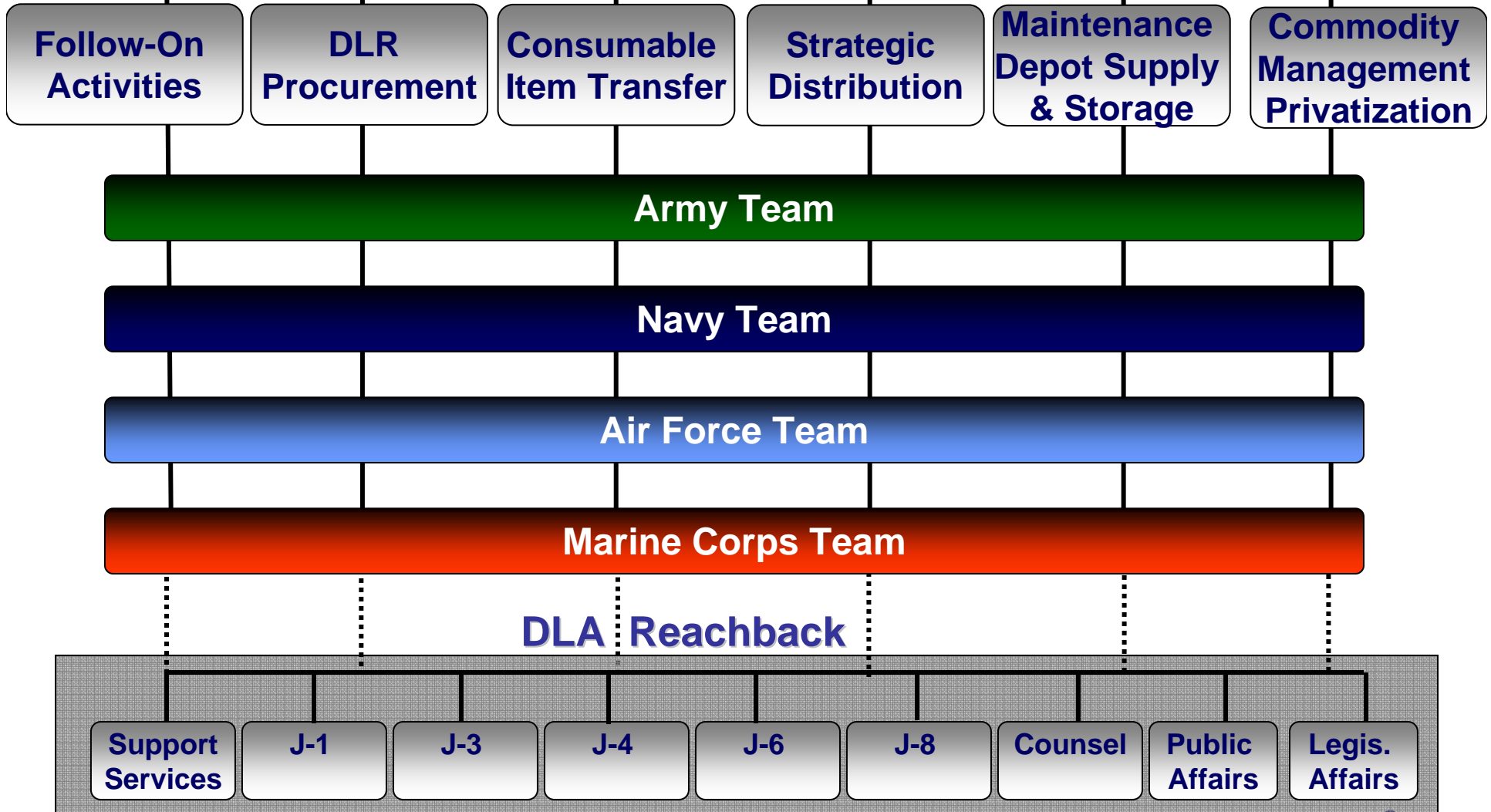


Governance





BRAC Materiel Readiness Project Office

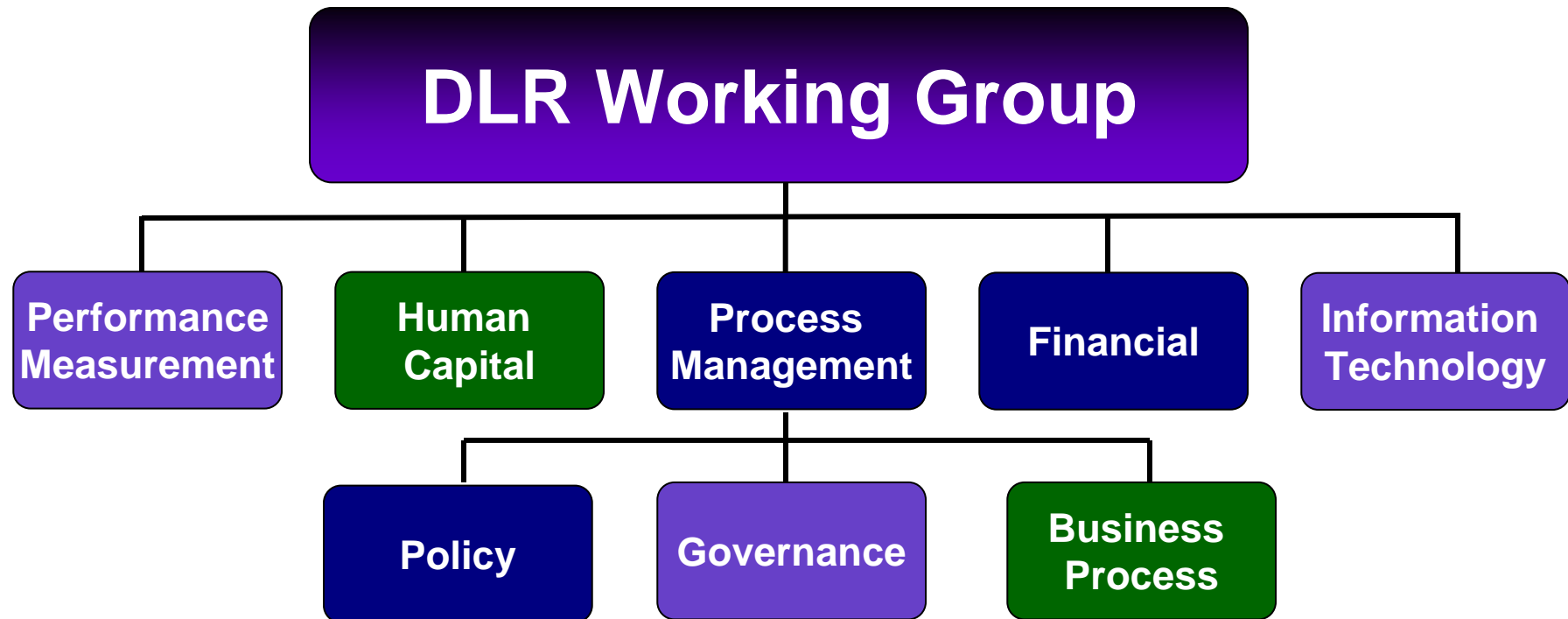




DLR Working Group Goal & Organization

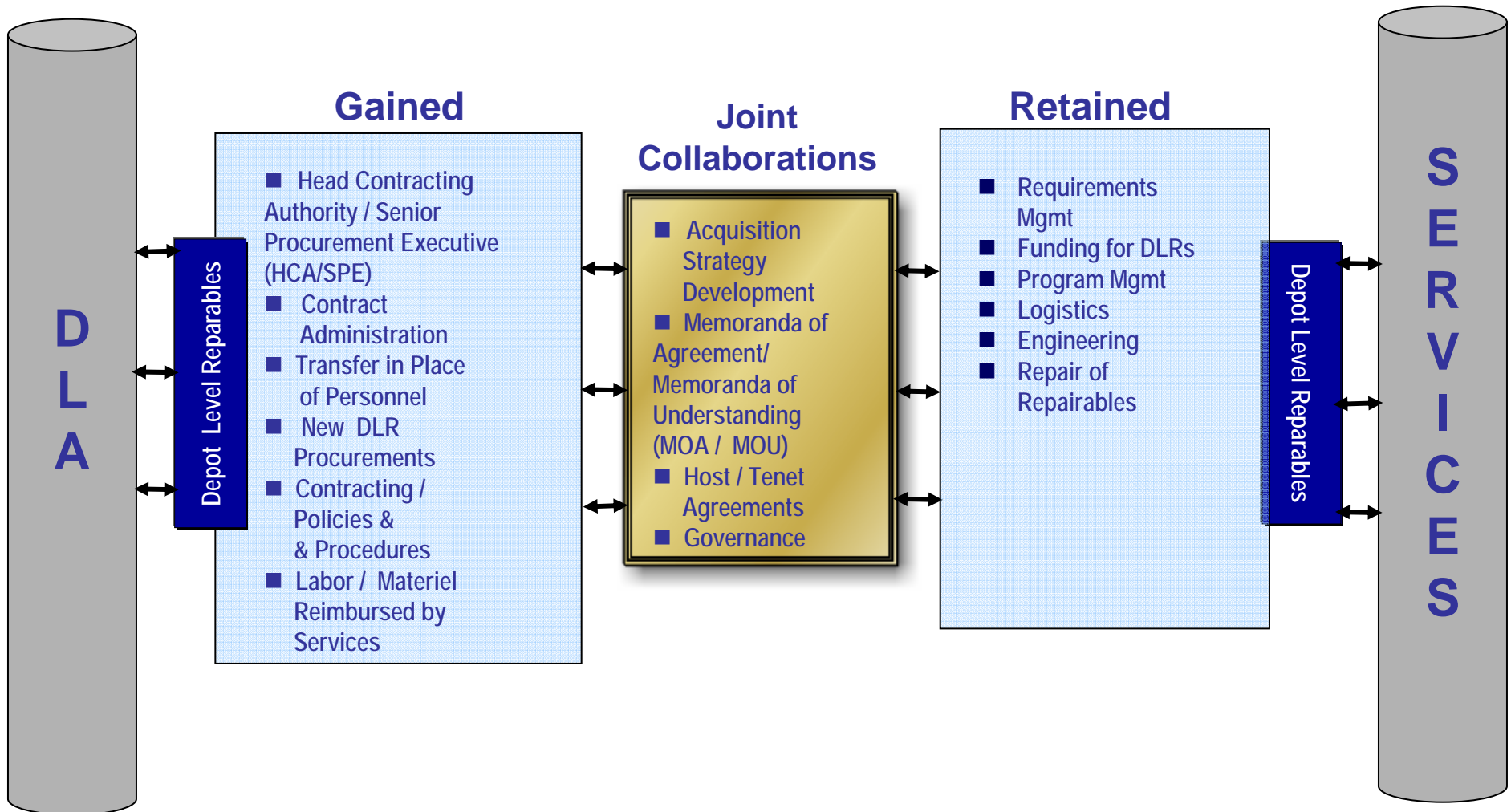


Goal - To provide World Class DLR procurement support to the warfighter with maximized performance at lowest overall cost





DLR Procurement Management Consolidation





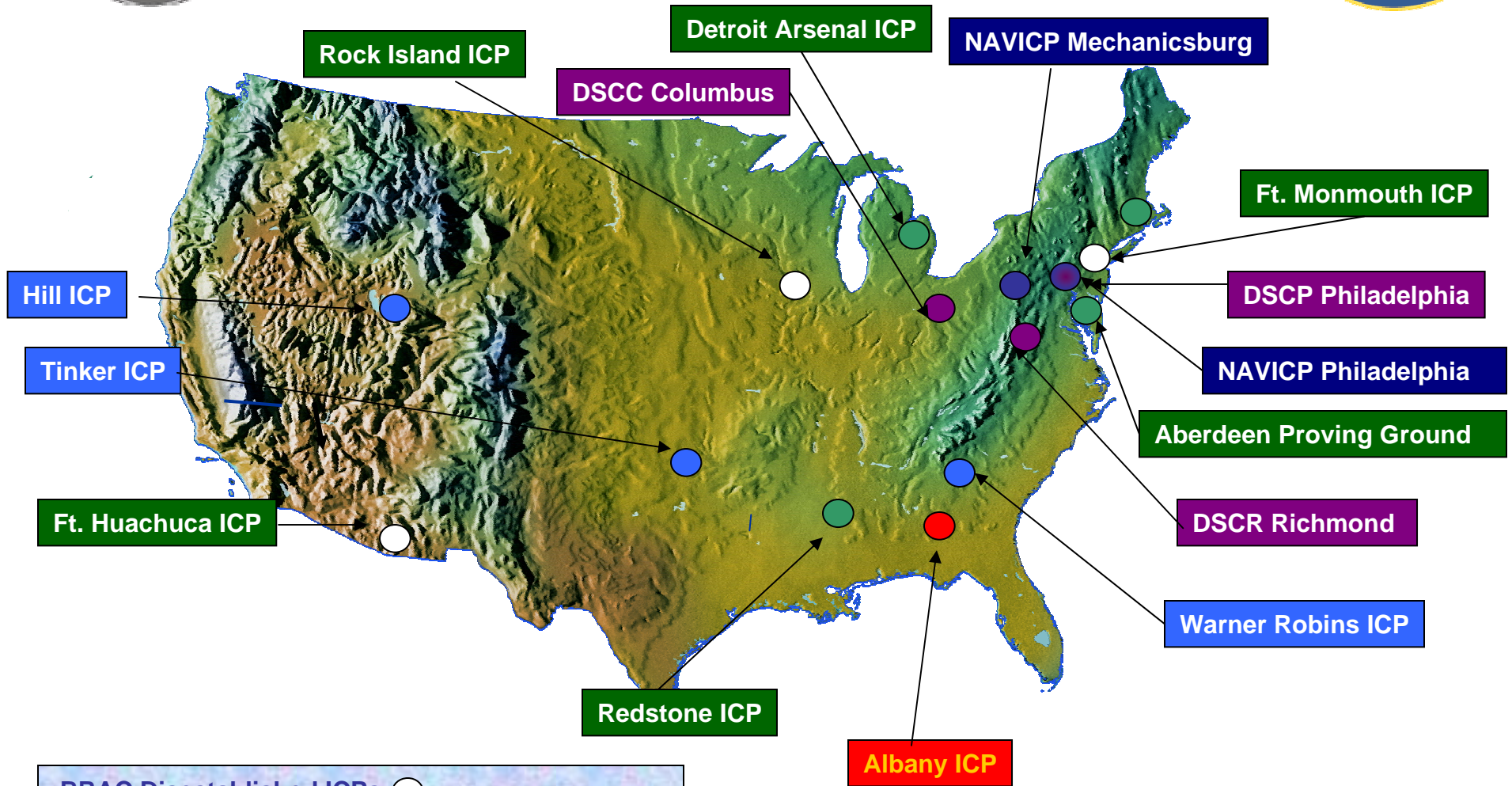
DLR Procurement Impacts



- Leverage Full Buying Power of DoD (\$42B in FY05 for weapons support items)
- One Buyer Vice Five... Increase Items & Actions per Contract
- Decrease Contracts (253,000)
- Cost of Contract Administration (Government & Supplier)
- Top Five Air Force & DLA's Aviation Supply Chain Suppliers are same
- More Performance Based Contracts, Direct Vendor Delivery, Reduced Administrative Lead Time/Production Lead Time
- Decrease Cost per Unit



DLR Procurement Management Consolidation



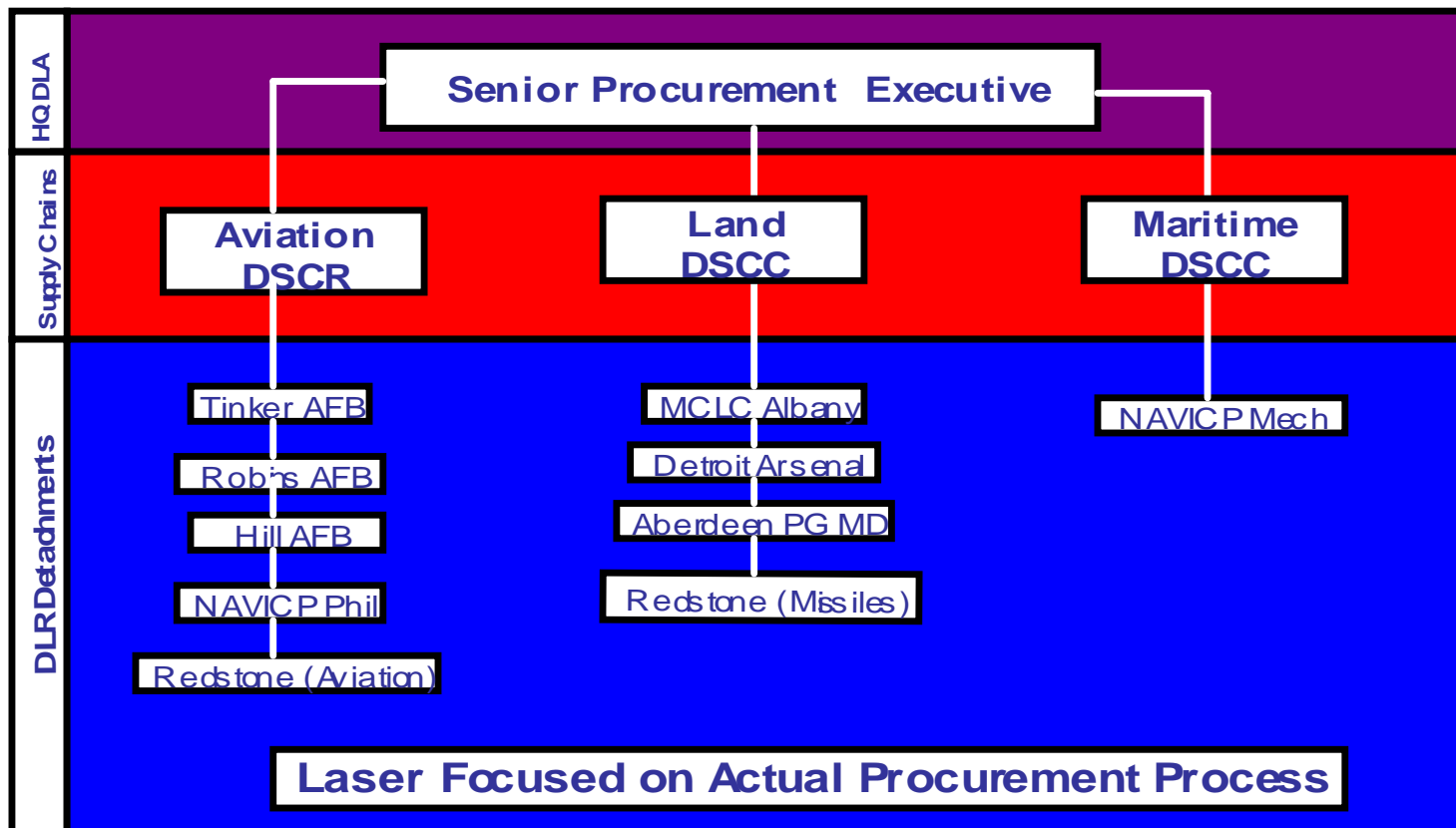
BRAC Disestablished ICPs ○
All ICPs transfer DLR procurement and almost all consumable management to DLA



Realigned DLR Procurement Management

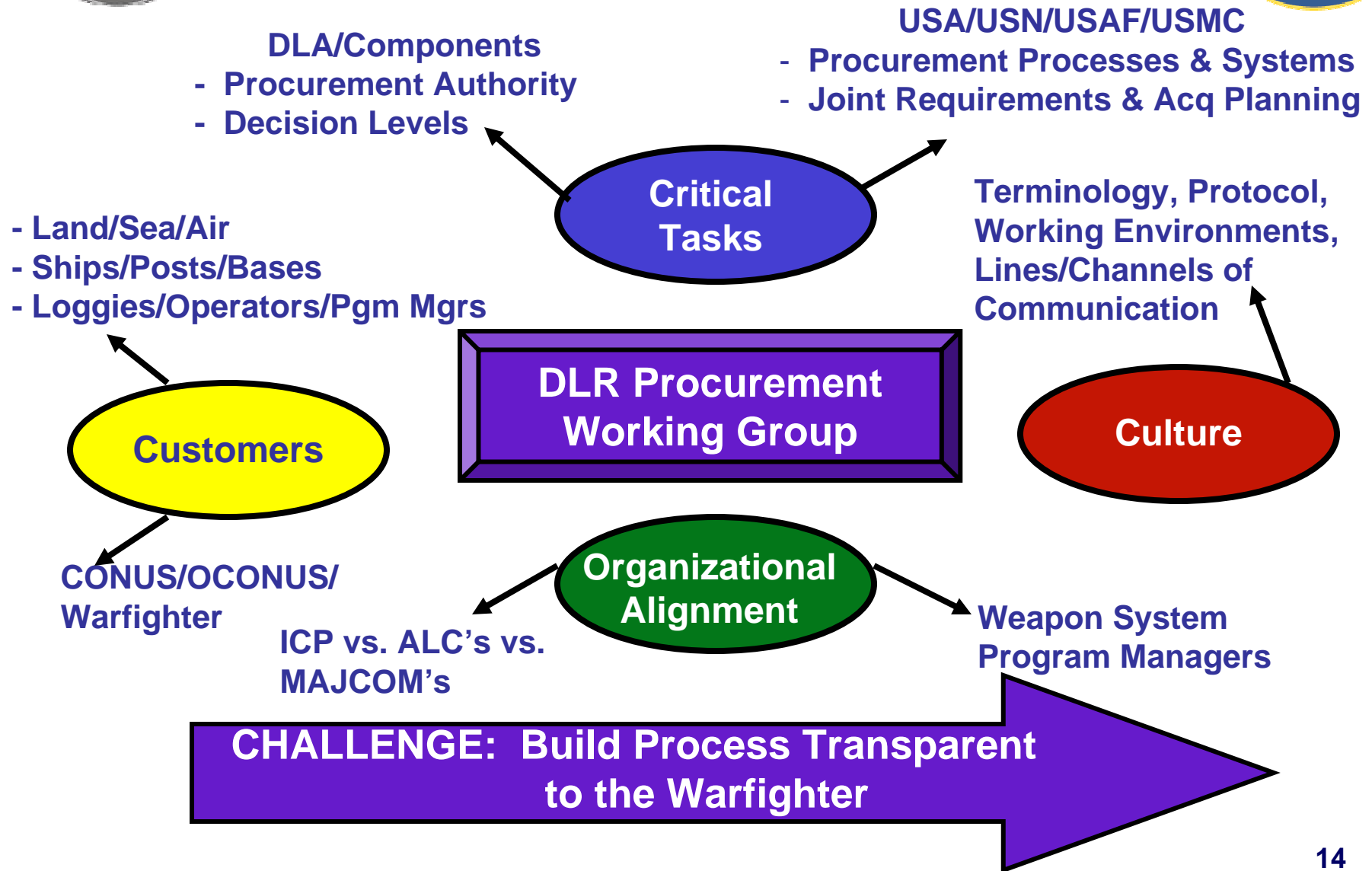


DLR Procurement Management Consolidation Organizational Structure



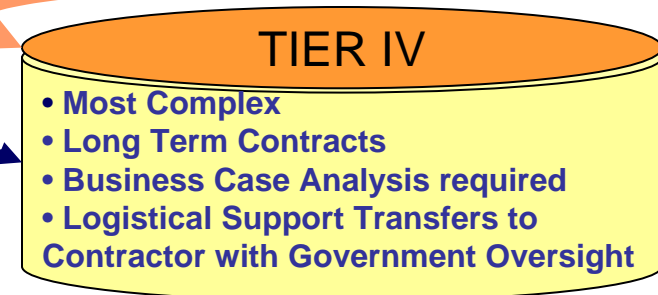
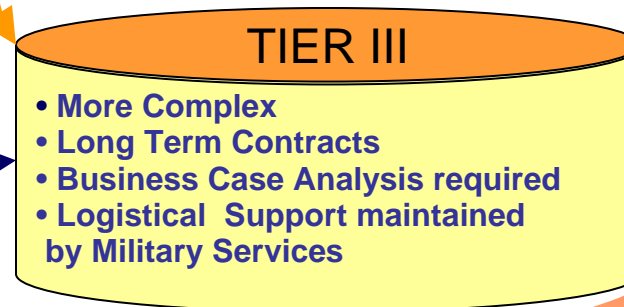
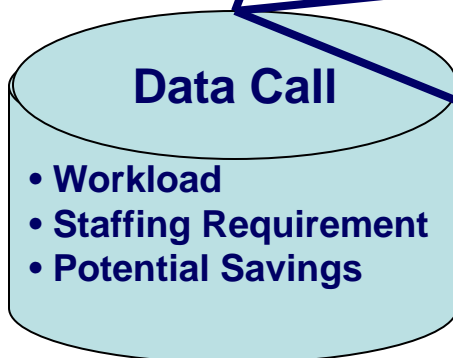
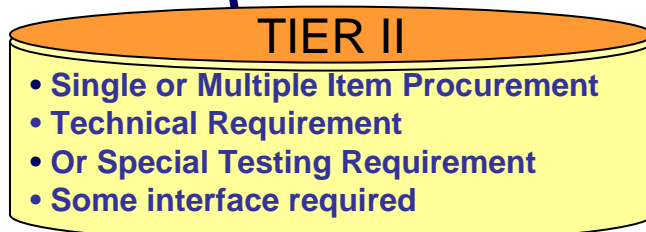
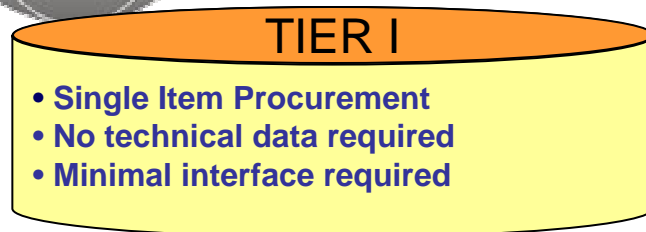


DLR Procurement Management Complexity





DLR Procurement Management Phased Approach

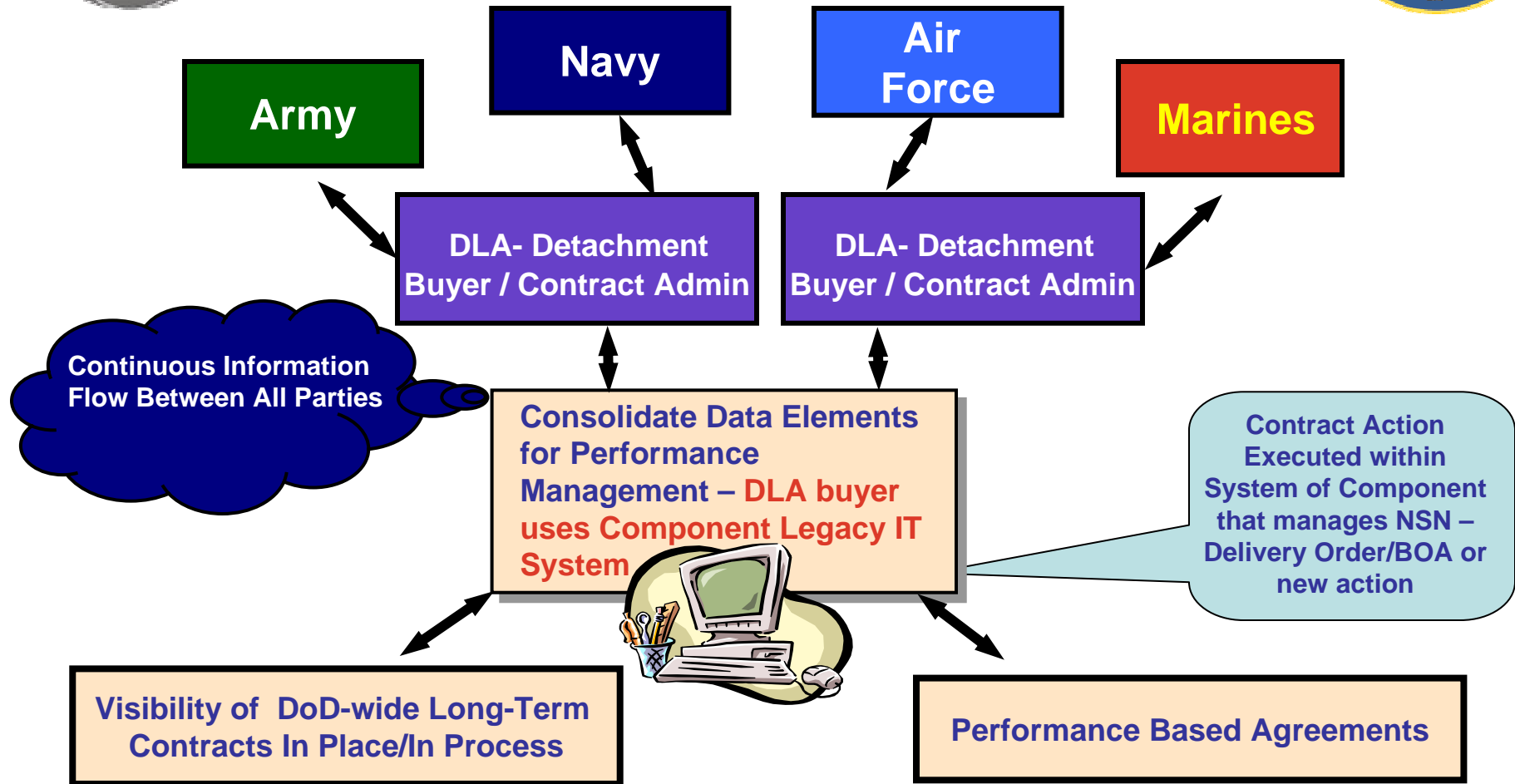


Moving to Three Tier Approach

Workload Transitioning by Tier



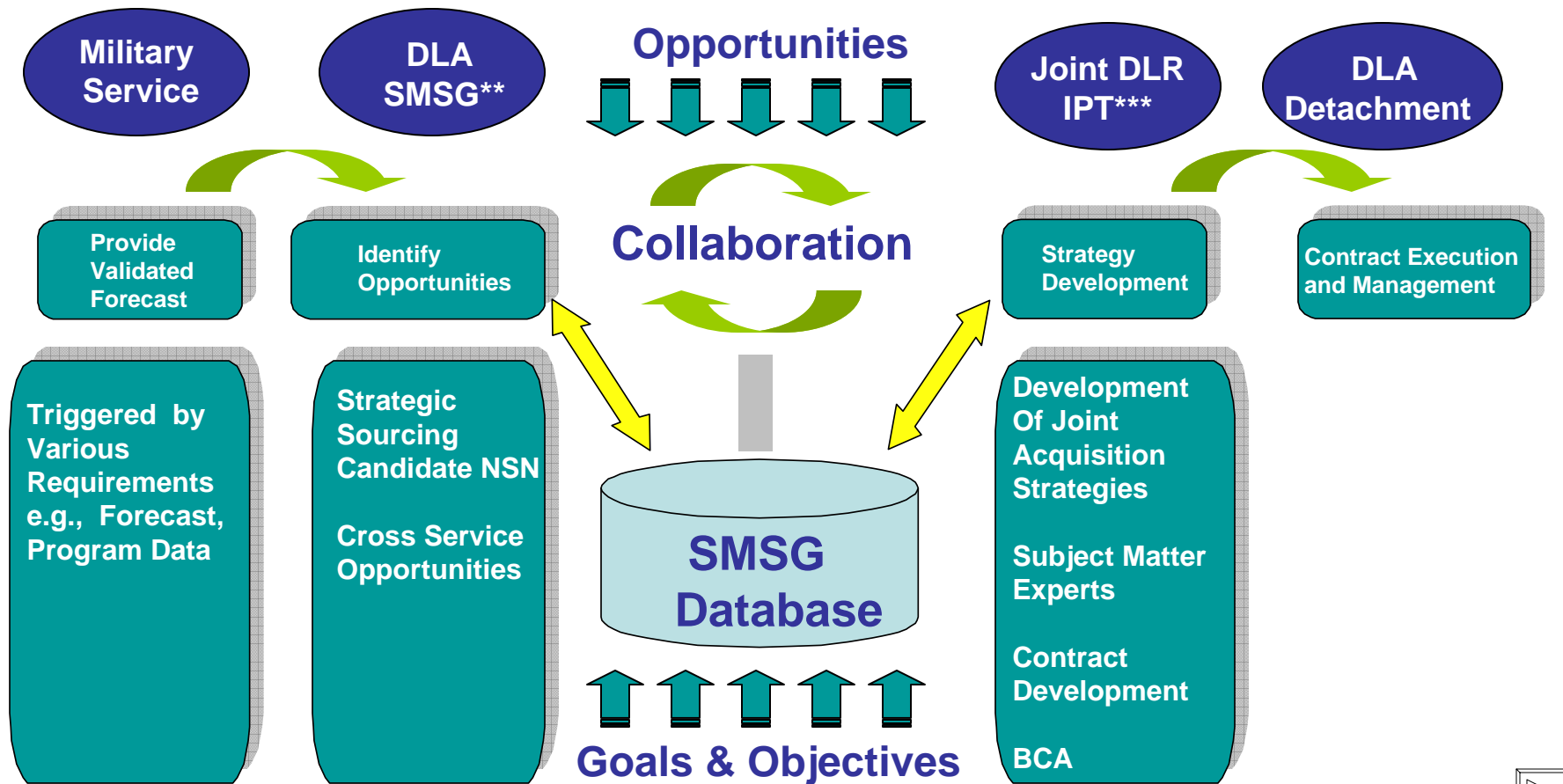
Tactical Buys – Interim State



DLA Buyers will Execute Contract Action for Existing Requirements



Procurement Business Process - Strategic



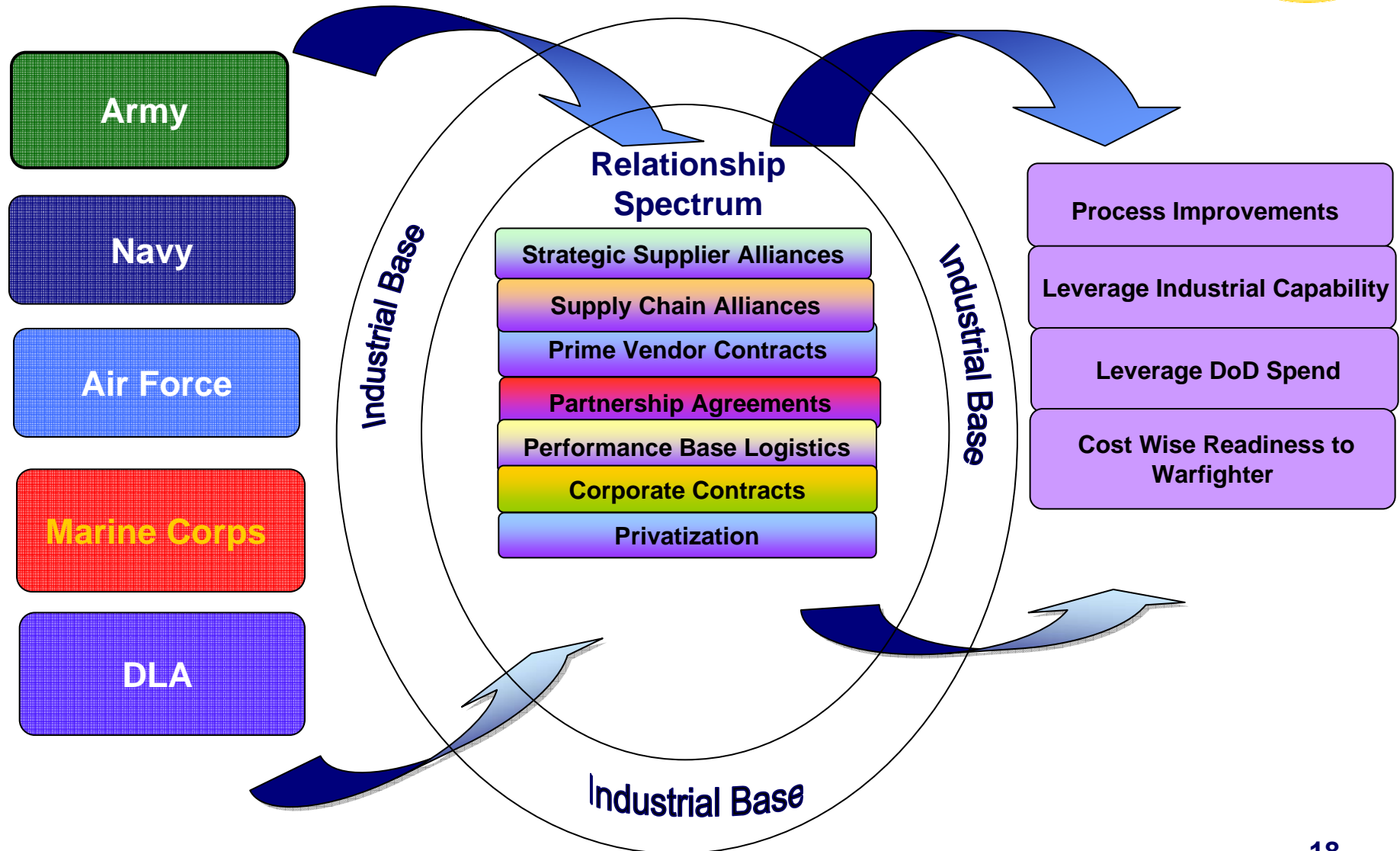
All Acquisition Strategies Co-Developed by DLR IPT

**Strategic Material Sourcing Group

***Integrated Process Team



Leveraging Best Business Practices





DoD Logistics is Big Business



Annual Budget:

\$42 billion in supply
\$68 billion in maintenance
\$10 billion in transportation
\$120 billion total logistics costs
(FY 05 President's Budget)

Operational Resources:

51,000 vendors
2000+ legacy logistics systems
45,000+ requisitions per day
\$77 billion inventory



\$700 billion in assets:

- 300 ships
- 15,000 aircraft
- 30,000 combat vehicles
- 900 strategic missiles
- 330,000 ground vehicles

It's a complex enterprise, and a central challenge is delivering cost effective operational availability.



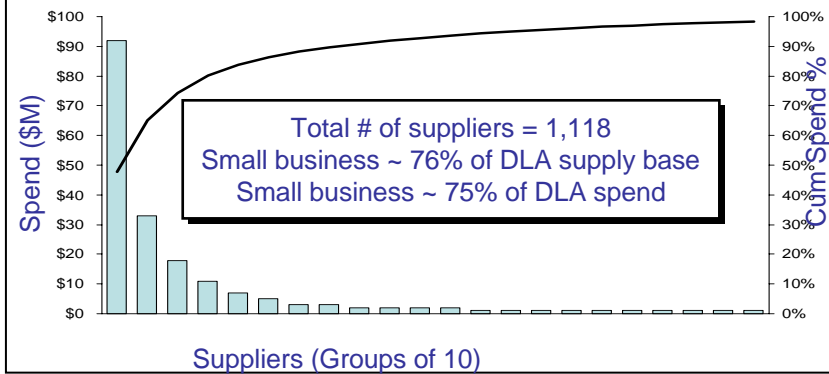
Commodity Management – Bearings



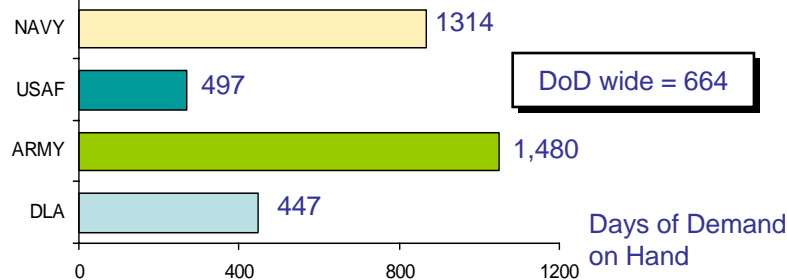
DEMAND CHARACTERISTICS

# of Bearings NSN's	118,854
➤ Replenishment items	14,171
➤ NSO /non stock	100,445
➤ Service Managed	4,238
Total Bearings usage (1)	\$233M
Total Bearings spend (2)	\$272M
➤ Sole sourced	\$51M
➤ Competitive	\$165M
➤ Undetermined	\$56M

SUPPLY CHARACTERISTICS



INVENTORY INVESTMENT CHARACTERISTICS



Total Bearings inventory (3)	\$426M
➤ Replenishment	\$161M
➤ NSO/non stocked	\$104M

PERFORMANCE CHARACTERISTICS

Supply Availability	85%
Administrative Lead-time (avg.)	115 days
Production Lead-time (avg.)	159 days
Backorder age (avg.)	48 days

CY 2004 data for "active" items (stock code = replenishment)

(1) CY 2004 demand, (2) CY 2004 contract spend, (3) Inventory is a snapshot as of July 2005; Spend lags demand;



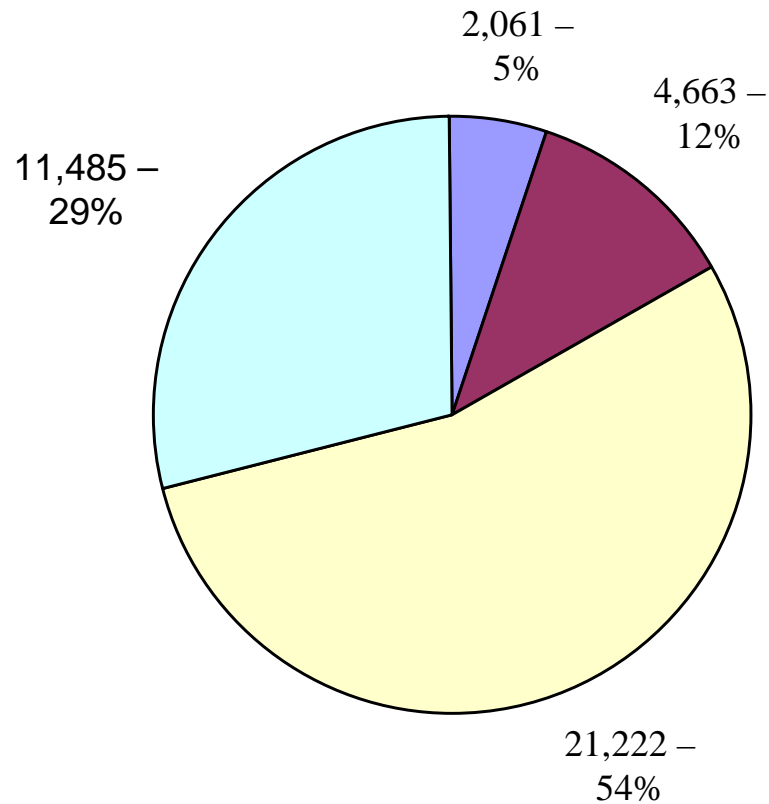
Top 20 Suppliers Across Services



CAGE	Legal Name	# Items	# Contracts	# Contract Actions
32168	ALL TOOLS, INC	26	28	30
34623	AM GENERAL LLC	55	74	212
3B1R2	BELL BOEING JOINT PROJECT OFFICE	78	4	99
97499	BELL HELICOPTER TEXTRON INC	666	106	914
98247	CANADIAN COMMERCIAL CORPORATION	275	244	399
8V613	DOUGLAS MCDONNELL HELICOPTER COMPANY	220	113	195
99207	GENERAL ELECTRIC COMPANY	1007	39	1659
07482	GENERAL ELECTRIC COMPANY	294	12	697
73030	HAMILTON SUNDSTRAND CORPORATION	396	237	656
02LU7	HONEYWELL INTERNATIONAL INC	610	265	852
04939	LOCKHEED MARTIN CORPORATION	238	125	267
76301	MCDONNELL DOUGLAS CORPORATION A WHOLLY OWNED SUBSIDIARY OF BOEING	681	21	889
45152	OSHKOSH TRUCK CORPORATION	85	108	216
59211	PARKER HANNIFIN CORPORATION	433	152	596
4U884	RAYTHEON COMPANY	84	24	97
78286	SIKORSKY AIRCRAFT CORPORATION	1252	84	1785
77272	THE BOEING COMPANY	468	95	785
04NP0	THE GOODYEAR TIRE & RUBBER COMPANY	18	24	78
15152	THE PURDY CORPORATION	61	75	104
52661	UNITED TECHNOLOGIES CORPORATION, PRA TT & WHITNEY DIVISION	547	14	747
				21



Item Counts by Competition Type

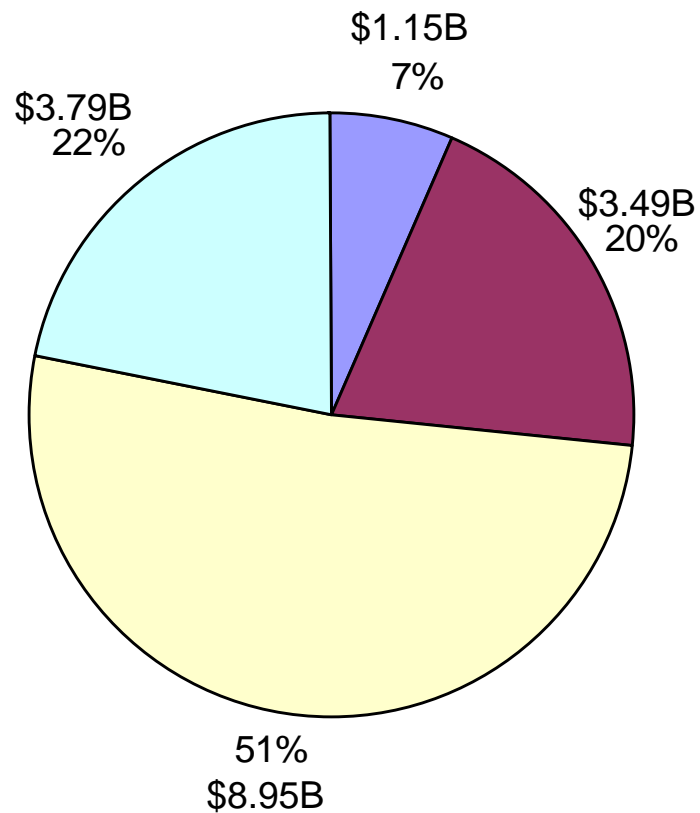


Total Items – 39,431

■ Fully Competitive ■ Limited Competition ■ Sole Source ■ Unknown



FY 03-05 Spend by Competition Type

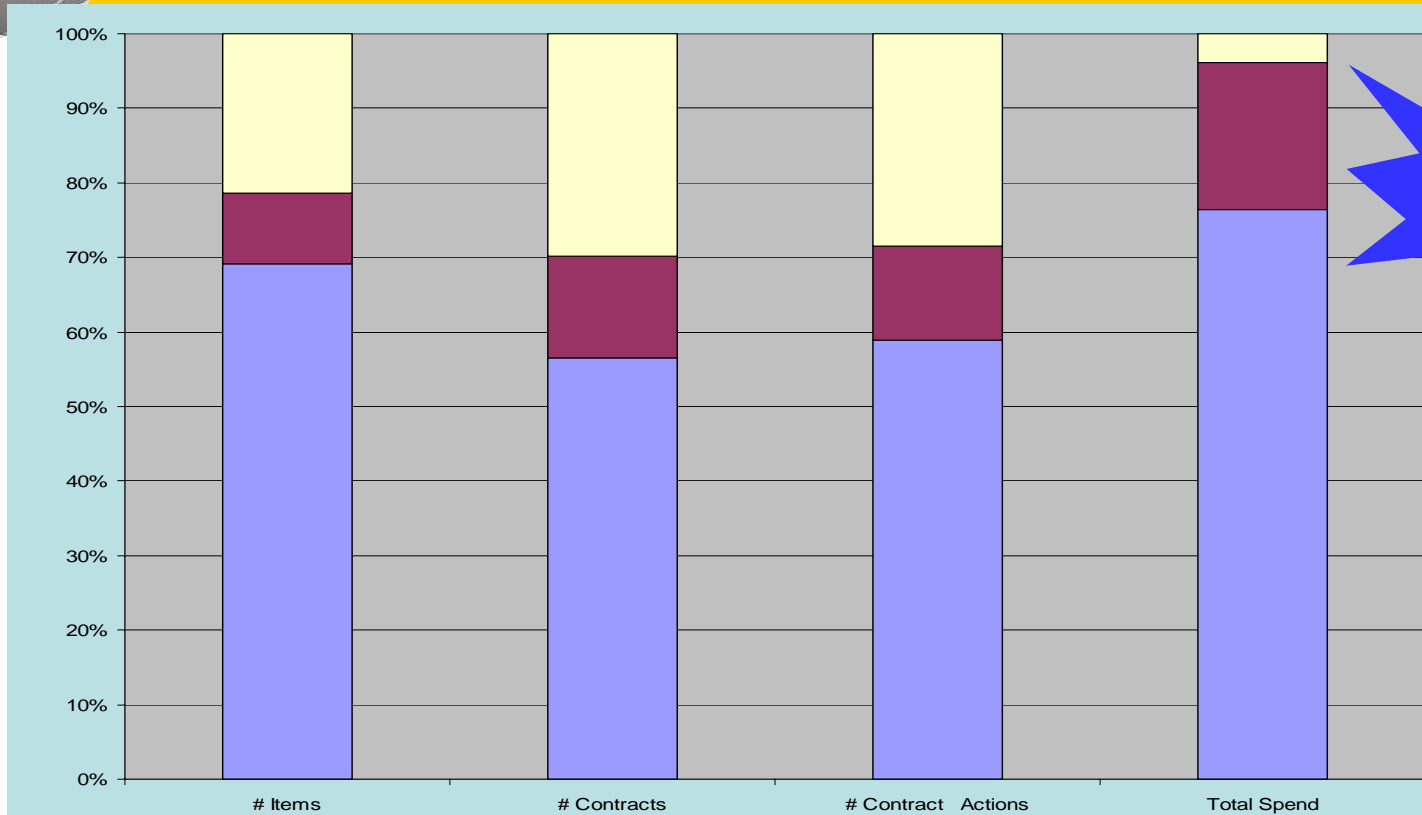


Total Spend - \$17.4 B

■ Fully Competitive ■ Limited Competition ■ Sole Source ■ Unknown



FY 03-05 Component Contract Data



**\$8.9 B
on LTC**

Supply Chain	# Items	# Contracts	# Contract Actions	Total Spend
Aviation	27,253	20,993	37,781	\$13.3 B
Land	3,736	5,099	8,140	\$ 3.4 B
Maritime	8,443	11,059	18,234	\$.7 B
Total	39,432	37,151	64,155	\$17.4 B



Implementation Timeline



ID	Task Name	Half 2, 2006	Half 1, 2007	Half 2, 2007	Half 1, 2008	Half 2, 2008	Half 1, 2009	Half 2, 2009	Half 1, 2010	Half 2, 2010	Half 1, 2011	Half 2, 2011
11	DLA Detachment Standup					◆ 9/15						
12	Transition Operations begin					◆ 10/1						
13	Tier I Complete						◆ 6/30					
14	Tier II Complete						◆ 6/30					
15	Tier III Complete								◆ 6/30			
16	Tier IV Complete									◆ 9/30		



Summary



- Significant Consolidation of DoD Procurement Management
- \$1.9 B in Savings over 20 years
 - Leveraging DoD Buying Power
 - More Strategic Sourcing Arrangements
 - Fewer Contracts...More Contract Actions/Contract
 - More Performance Based Contracts
 - Lower Cost
- Joint Collaboration Essential
- Implement Best Business Practices
- Phased Implementation
 - Target Completion – 30 Sep 10

DFAS Columbus

Contract Pay

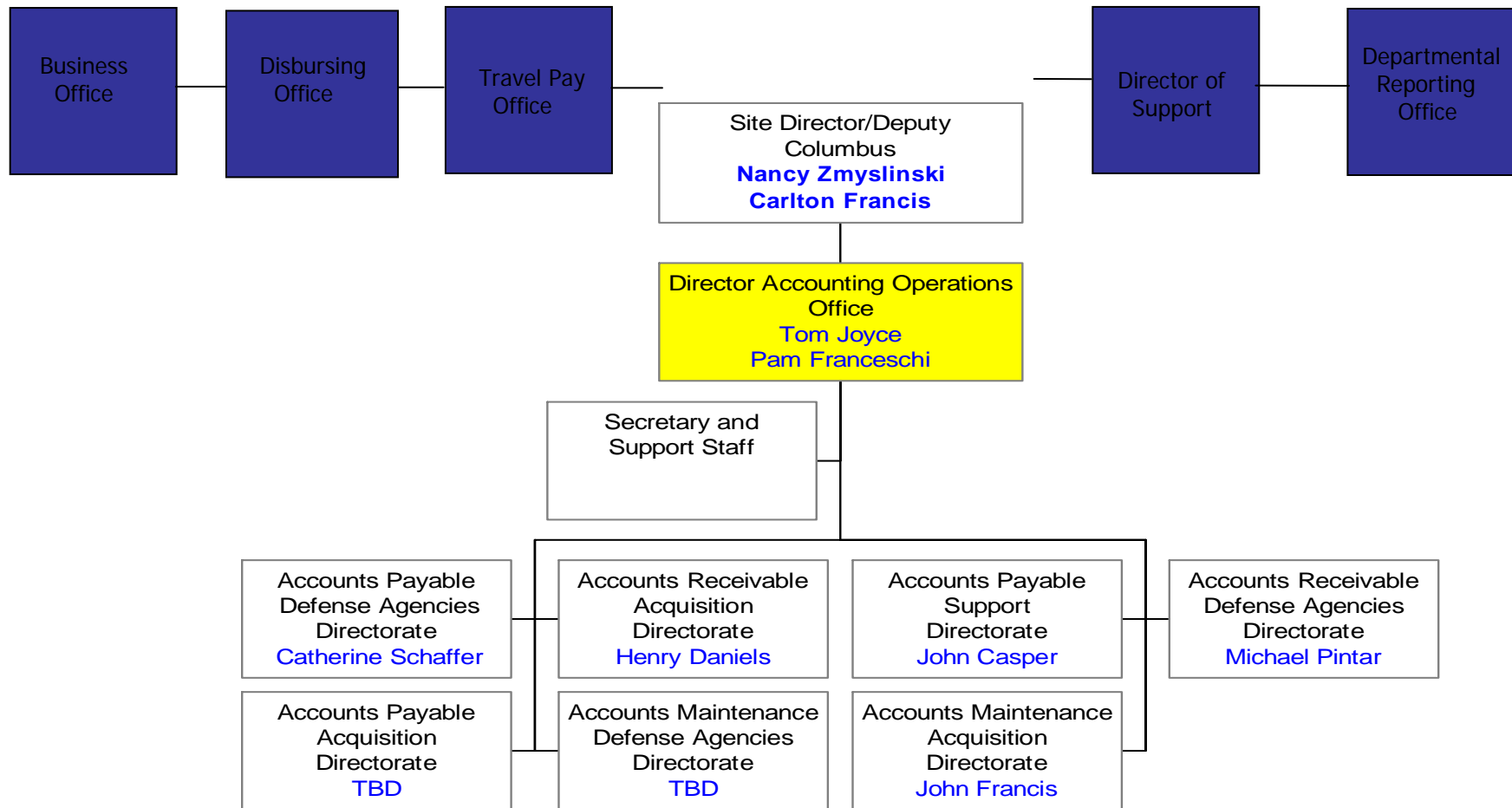
Vendor Pay

Electronic Commerce

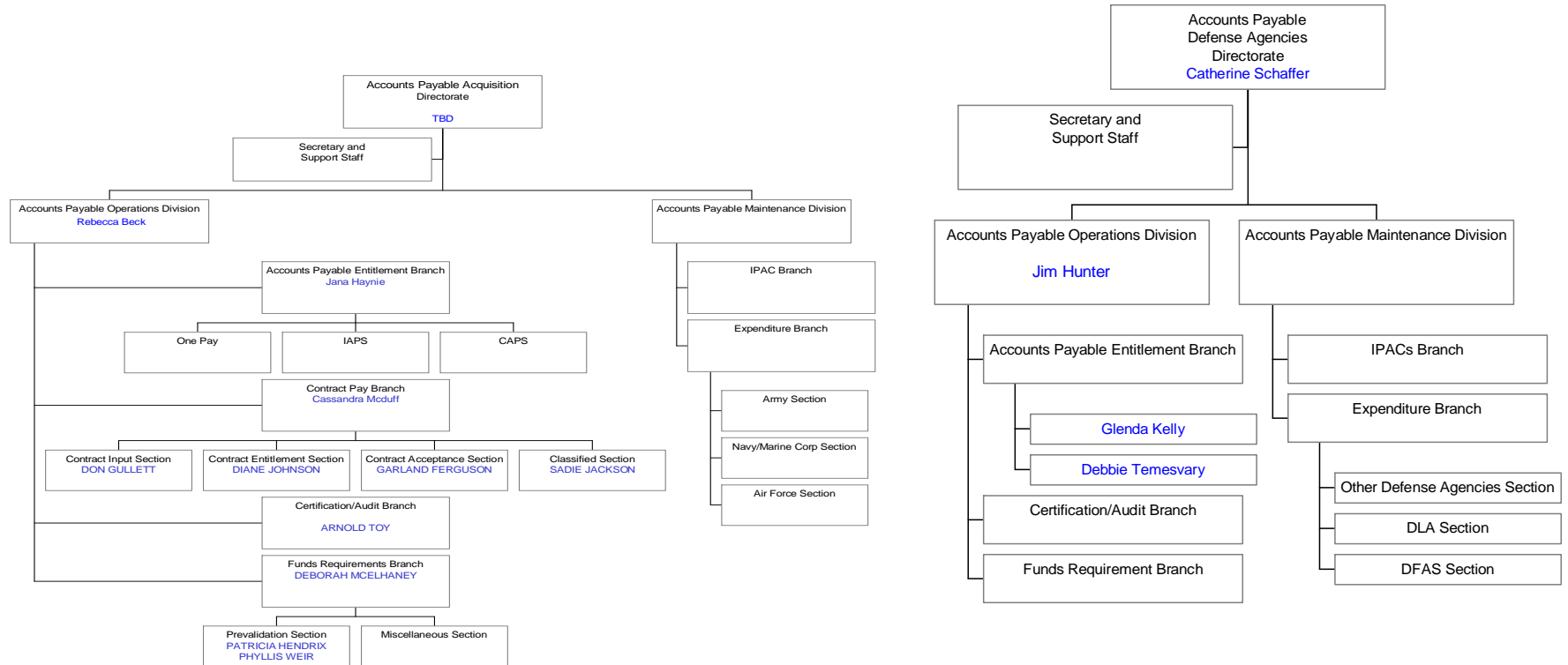
Contract Pay

Cassandra McDuff
Don Gullett

DFAS Columbus

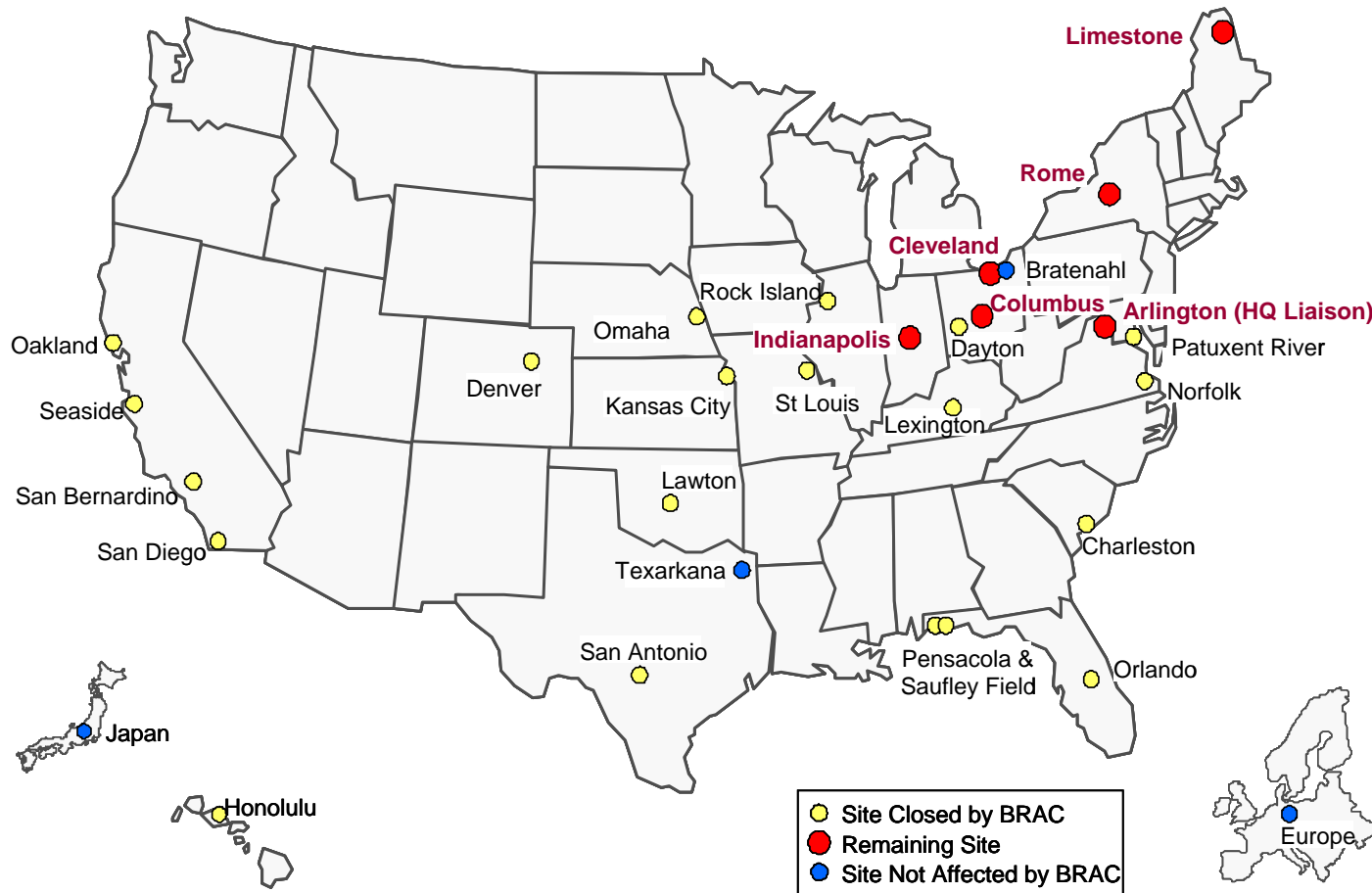


Accounts Payable Acquisition and Defense Agencies Directorates



Structure

2005 BRAC Law



- Grow the DFAS site at Cleveland, OH, to not less than 1,500 Full Time Equivalents (FTEs)
- Grow the DFAS site at Limestone, ME, to not less than 600 FTEs
- Grow the DFAS site at Rome, NY, to not less than 1,000 FTEs
- Maintain not less than the current FTEs¹ at the DFAS sites at Columbus, OH (2,064 FTEs), and Indianapolis, IN (2,632 FTEs)

¹ FTEs effective EOM August 2005 (Geographic Location Report, Military Personnel Report)

Workload Migration

Closing Sites	Site Closure Date	Cleveland	Columbus	Indianapolis	Limestone	Rome
St. Louis	June 2007		X			
Orlando	August 2007		X	X		X
Charleston	December 2007	X	X			
Omaha	February 2008		X	X	X	
San Diego	February 2008	X	X			X
Pensacola NAS Saufley Field	April 2008	X	X			
Rock island	June 2008		X	X		X

Workload Migration

Closing Sites	Site Closure Date	Cleveland	Columbus	Indianapolis	Limestone	Rome
Lexington	June 2006			X		X
San Bernardino	June 2006		X		X	
San Antonio	August 2006				X	X
Dayton	December 2006		X		X	
Lawton	December 2006			X		X
Norfolk	January 2007	X		X		X
Pacific	March 2007	X		X	X	X

Columbus Incoming Workload Realignments

<u>Site</u>	<u>Closure Date</u>
San Bernardino	June 2006
Dayton	December 2006
St. Louis	June 2007
Orlando	August 2007
Charleston	December 2007
Omaha	February 2008
San Diego	February 2008
Pensacola	April 2008
Rock Island	June 2008

Dates/Workload are subject to change

Accounts Payable Operations

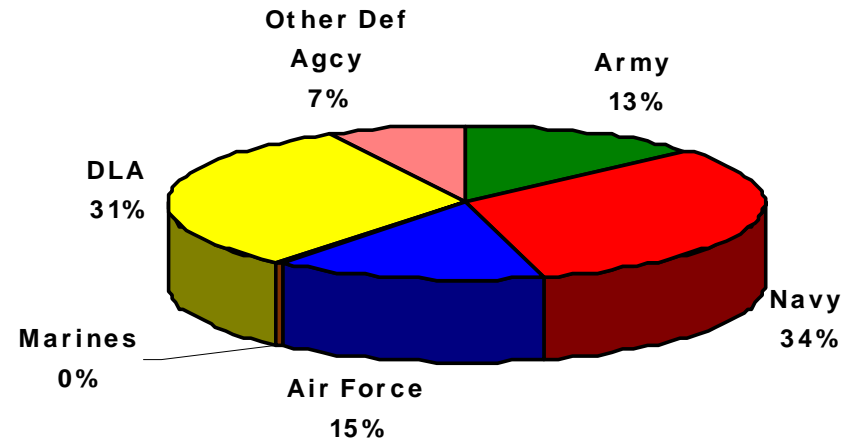
- Acquisition Directorate
 - Pays DCMA Administered Contracts
 - CAPS, IAPS and One Pay – Supported by Contract
 - **Mechanization Of Contract Administration Services - MOCAS**
 - Located in Columbus, Ohio
 - Pays More Complex Contracts
 - High Dollar
 - Multiyear Contracts
 - Multiple Deliverables
 - Makes Financing Payments-MOCAS Only
- Defense Agencies Directorate
- Pays Contracts Where Buying Activity Retains Administration
 - Uses Multiple Systems
 - Deployed Across Multiple Locations World-Wide
 - Pays Less Complex Contracts
 - Payment Office Based on Preponderance of Funds at Time of Award

Contract Pay Magnitude of Operations

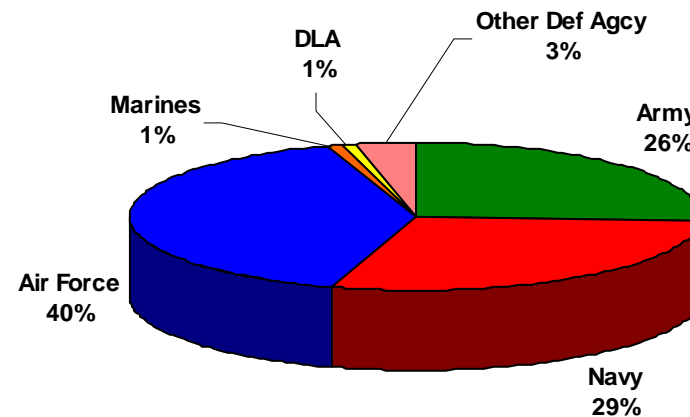
- Contract Pay - FY 05
 - 302,269 Active Contracts
 - 16,198 Active Contractors
 - 1,162,319 invoices processed
 - \$130.6 Billion Disbursed

- Contract Pay FY To Date
 - 309,032 Active Contracts
 - 16,694 Active Contractors
 - 858,796 Invoices Processed
 - \$107.8 Billion Disbursed
 - As of 6/30/06

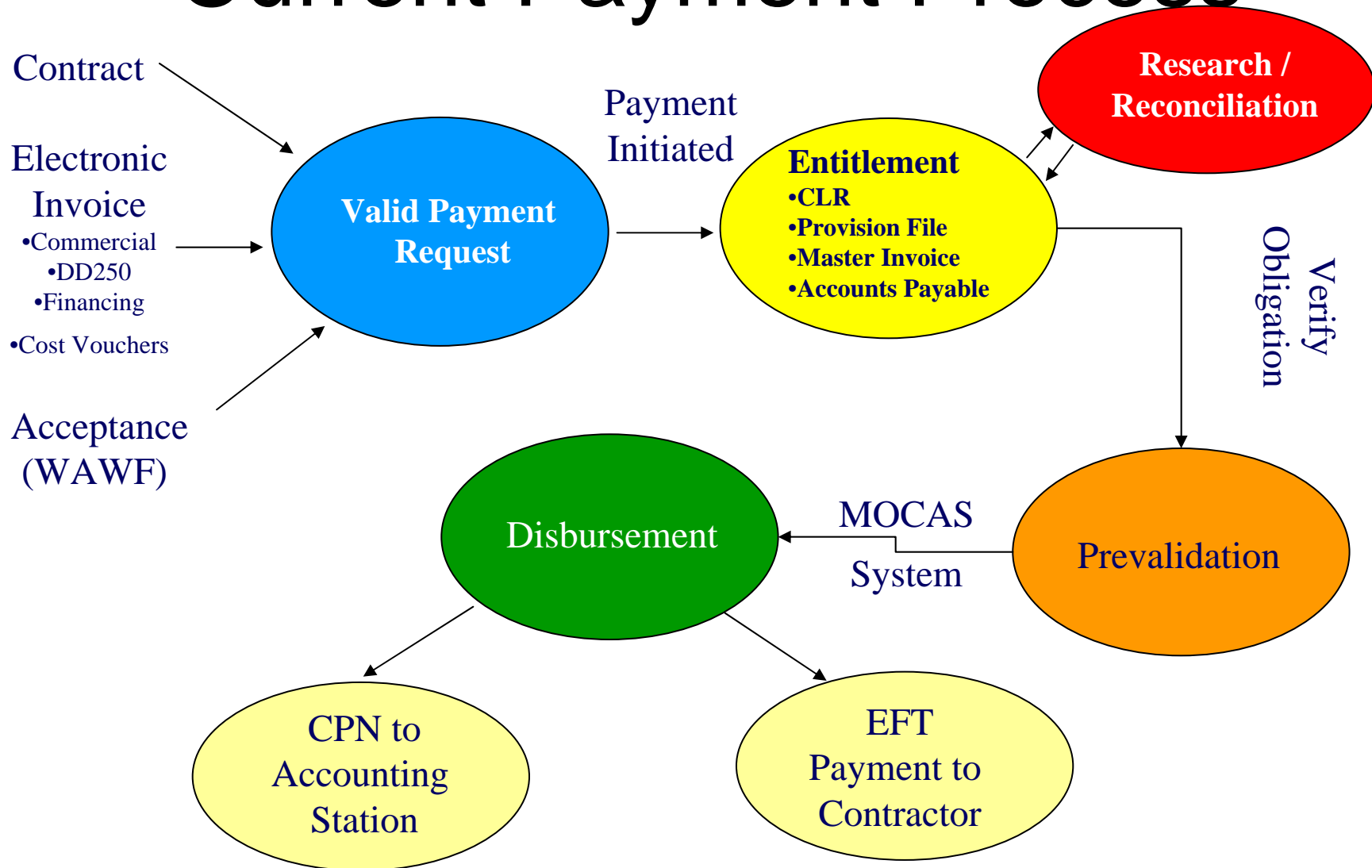
Total Contracts - FY 06 YTD



Obligation Dollars by Service FY 06 YTD



Current Payment Process



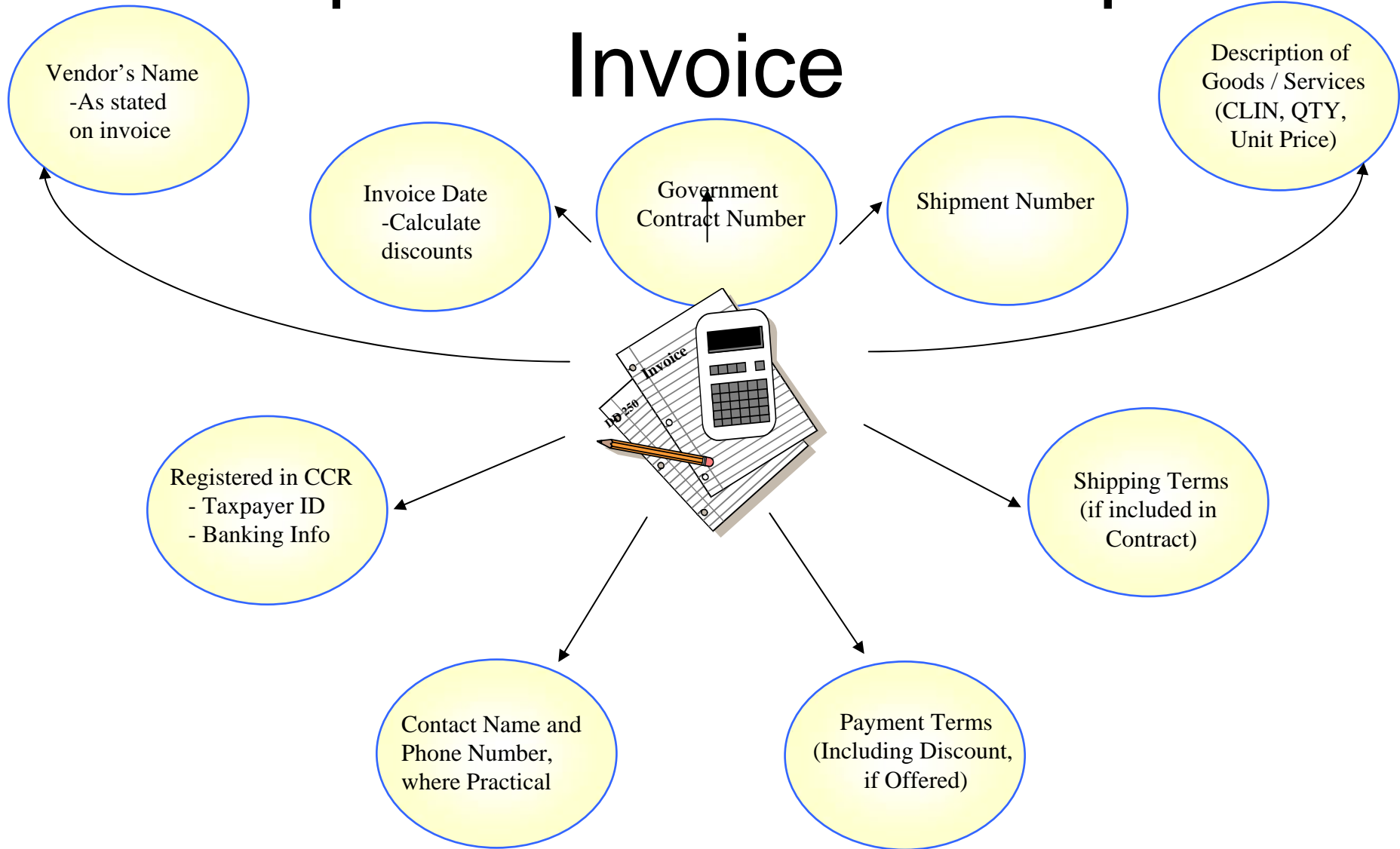
Contract Pay Areas of Emphasis

- Expand Electronic Commerce Usage Requirement
 - Service, Transportation, Additional Billing, Mod Billing
- Reduction of Returned and Recycled Invoice
 - Report Cards To Top Offenders
 - Increase EC Usage
- Improved Contract Structure
 - Road Shows/Post Award Participation
 - Special Payment Instructions
- Interest Reduction
- Fiscal Yearend
 - Invoice Submission Deadline – August 28
- Automated CAS Collection System (ACCS)

Returned Code Variables

<u>Code</u>	<u>Description</u>
E-01	Invoice submitted to wrong Paying/Admin 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 CONTRACTOR/ACO/PCO and TO
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

Requirements for a Proper Invoice



Automated CAS Collection System (ACCS)

- ACCS provides the ability for contractors to submit payments to DFAS electronically
- MOCAS Only
- ACCS utilizes the Department of Treasury's Pay.gov service
- ACCS can be accessed at Treasury's Pay.gov website, <https://www.pay.gov/paygov>

ACCS – Navigation

Pay.gov - Home - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Mail Print

Address <https://www.pay.gov/paygov/> Go Links

Pay.govSM

Provided by the Department of the Treasury

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Password:

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by Agency Name

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DEPARTMENT OF THE TREASURY

FIRSTGOV

08/08/2006
ALL CUSTOMERS: On Sunday, August 13, 2006 from 2:00 AM to 8:00 AM Eastern Time we will be implementing a new version of Pay.gov with an upgraded look and new features which will make your Pay.gov experience better than ever before. In order to bring this new version to you our web site will be unavailable between the times listed above. Please be sure to check out our new look on August 14th!

For Business and the General Public



"Re-Inventing Government Collections"
Developed by the U.S. Department of the Treasury, Pay.gov enables individuals and businesses to securely and easily send electronic payments to the Federal Government. Pay.gov's service allows you to pay by debit/credit card or to authorize an ACH debit of your savings or checking account.


Use Pay.gov to:

- Make one-time payments
- Schedule recurring payments
- Get Bills delivered to you online
- Track payments and update payment instructions

What is Pay.gov?
How Do I use Pay.gov?

Need to use Pay.gov on a more frequent basis? By self-enrolling, you can save your forms and schedule recurring payments automatically. Here is how to set up a Pay.gov user account:

For Government Agencies



"Maximizing Collections / Minimizing Costs"
Launched in October 2000, Pay.gov is a secure government-wide collection portal, developed to meet the U.S. Treasury's commitment to process collections electronically using Internet technologies. Pay.gov satisfies the demands of agencies by providing their customers the ability to make payments, complete forms and submit queries 24 hours a day. Read the [Pay.gov Collections Summary Report](#) to see the growth in agency collections over the past few years.

Why use Pay.gov?

- Fast and safe collection service at no cost to your agency
- Secure transactions available to anyone, anywhere
- Expert solutions for your technical and regulatory compliance issues
- Comprehensive customer & technical support from day one forward

Type form name in as MOCASACCS then Go

Enter Contract Data

Pay.gov - Form Instance - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <https://www.pay.gov/paygov/forms/formInstance.html?formRevisionId=591978&file=1155211300582.pdf> Go Links >>

Pay.govSM Provided by the Department of the Treasury.
[Home](#) > MOCAS-ACCS

Submit a payment to DFAS Columbus

Defense Finance and Accounting Service

Please avoid using your Enter key - this may lead to incomplete data being transmitted. Please use the Submit Data button to submit your form.

Contact us: CCO-CAS-EFT-COLLECTIONS@DFAS.MIL

Credit Invoice # Shipment Number

Bill of Collection Number

Contract Number

Delivery Order Number

CAGE# *

Contractor Name*

Contractor Point of Contact*

POC Phone*

POC Email Address*

Address 1*

Address 2

City* State* ZIP*

Total Payment Amount* \$

ACRN CLIN

*You may enter multiple values separated by commas in the ACRN and CLIN fields

Description of Overpayment:
Include Applicable Shipment Number and MOCAS region (North, South, West)

Additional Data to be Submitted? Yes No

Done Internet

Enter Bank RTN and Account

Pay.gov - Online Payment - Microsoft Internet Explorer

Address: <https://qa.pay.gov/paygov/forms/formInstance.html>

Pay.govSM Provided by the Department of the Treasury
Home > Online Payment

System Message

- The system has populated the Payment Date with the next available payment date.

Online Payment

Step 1: Enter Payment Information 1 | 2 | 3

Pay Via Bank Account (ACH) [About ACH Debit](#)

Required fields are indicated with a red asterisk *

Account Holder Name: *

Payment Amount: \$1.00

Account Type: *

Routing Number: *

Account Number: *

Confirm Account Number: *

Check Number:

Routing Number: 026946783
Account Number: 9243767390
Check Number: 1234

Payment Date: 04/11/2006 * (MM/DD/YYYY)

Select the "Continue with ACH Payment" button to continue to the next step in the ACH Debit Payment Process.

Note: Please avoid navigating the site using your browser's Back Button - this may lead to incomplete data being transmitted and pages being loaded incorrectly. Please use the links provided whenever possible.

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United States Department of the Treasury, Financial Management Service,
401 14th Street SW, Washington, DC 20227, Email: amoney@fms.treas.gov
[Contact Us](#) | [Frequently Asked Questions](#) | [Notices & Agreements](#) | [Accessibility Policy](#) | [Privacy and Security Policy](#)

start | Internet | 10:28 AM

Confirm and Submit

Pay.gov - Online Payment - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites

Address <https://qa.pay.gov/paygov/payments/enterACHDebitPaymentInformation.html> Go Links DFAS Infoweb TimeKeeping

Google Search 0 blocked ABC Check AutoLink AutoFill Options

Home > Online Payment

Online Payment

Step 2: Authorize Payment

1 | 2 | 3

Payment Summary [Edit this information](#)

Account Holder Name: George Jones
Payment Amount: \$1.00
Account Type: Personal Checking
Routing Number: 114000653
Account Number: *****7950
Check Number: 116
Payment Date: 04/11/2006

Email Confirmation Receipt

To have a confirmation sent to you upon completion of this transaction, provide an email address and confirmation below.

Email Address:

Confirm Email Address:

Authorization and Disclosure

Required fields are indicated with a red asterisk *

I agree to the authorization and disclosure language. *

Authorization and Disclosure--Consumers and Businesses

The debit transaction(s) to which you are agreeing are handled on behalf of Federal agencies by "Pay.gov," which consists of services offered by the U.S. Treasury Department's Financial Management Service. As used in this document, "we" or "us" refers to the Financial Management Service and its agents and contractors operating Pay.gov. "You" refers to the end-user reading this document and agreeing to it prior to engaging in a debit transaction.

I. Consumers

A. Authorization

You acknowledge that you have read and understand the consumer disclosure language and authorize the Federal Reserve financial institution of Cleveland to debit the named financial institution account. This authorization is to remain in full force and effect until we have received notification of its termination in such time and in such manner as to afford Pay.gov a reasonable opportunity to act on it, or unless otherwise terminated for any reason by Pay.gov.

B. Disclosure

In case of errors or questions about a transaction, immediately contact the Federal agency using the Pay.gov service or contact Pay.gov directly. ALL QUESTIONS ABOUT PAY.GOV TRANSACTIONS MUST BE DIRECTED TO THE FEDERAL AGENCY USING OUR SERVICE OR US AND NOT TO THE FINANCIAL INSTITUTION WHERE

[View Authorization and Disclosure in a separate window.](#)

Press the "Submit Payment" Button only once. Pressing the button more than once could result in multiple transactions.

Done Internet

start D. 3 R. 3 I. C. P. O. A. 10:34 AM

Vendor Pay

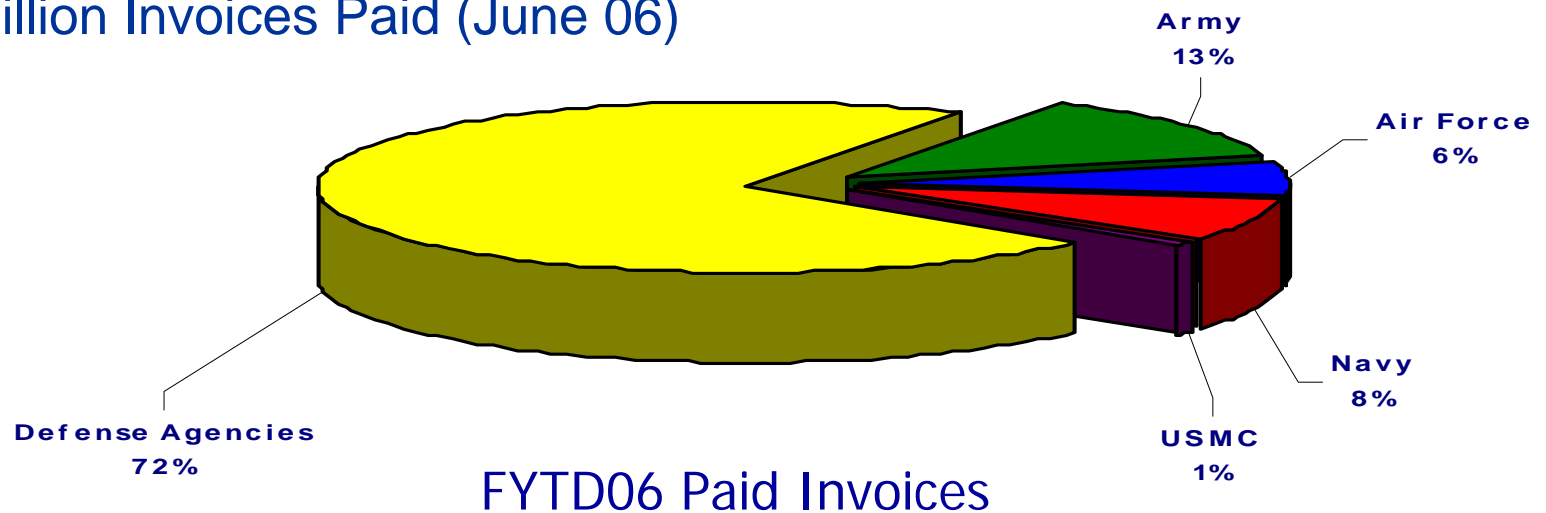
**Cheri Bundy
Suzanne Waters**

Vendor Pay Product Line

- 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

Vendor Pay Magnitude of Operations

- Vendor Pay Network
 - 20 Vendor Pay Sites
 - 150,000 Contractors / Vendors
 - 13.1 Million Total Invoices Paid in FY05
 - \$93.6 Billion PPA \$ Disbursed in FY05
- Vendor Pay Service Breakdown
 - \$73.5 Billion PPA Dollars Disbursed (June 06)
 - 9.4 Million Invoices Paid (June 06)

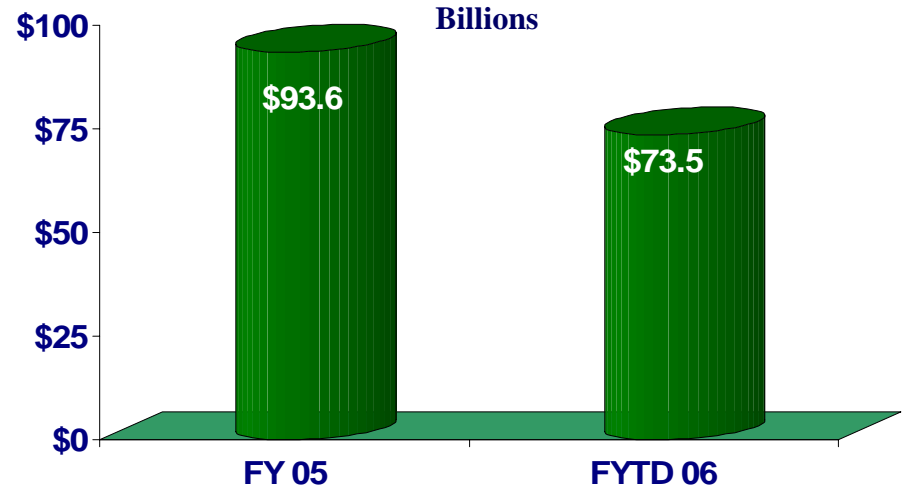


Magnitude of Operations – Vendor Pay, Accounts Payable

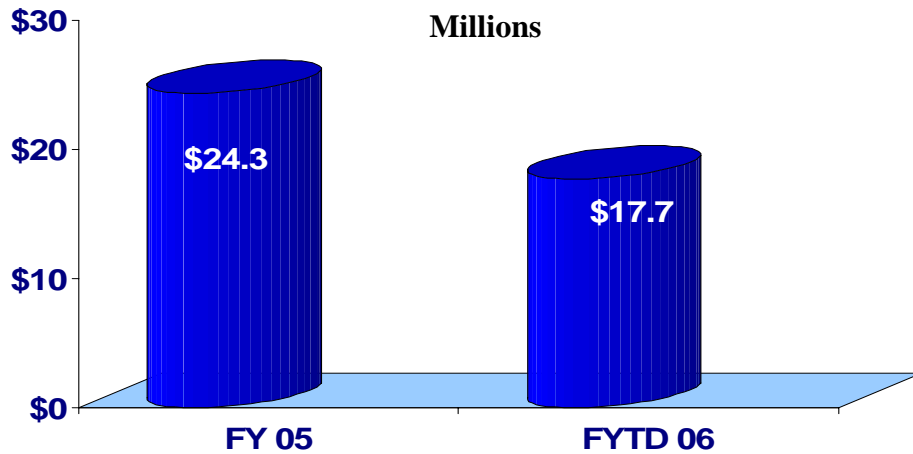
Interest \$ Per Million



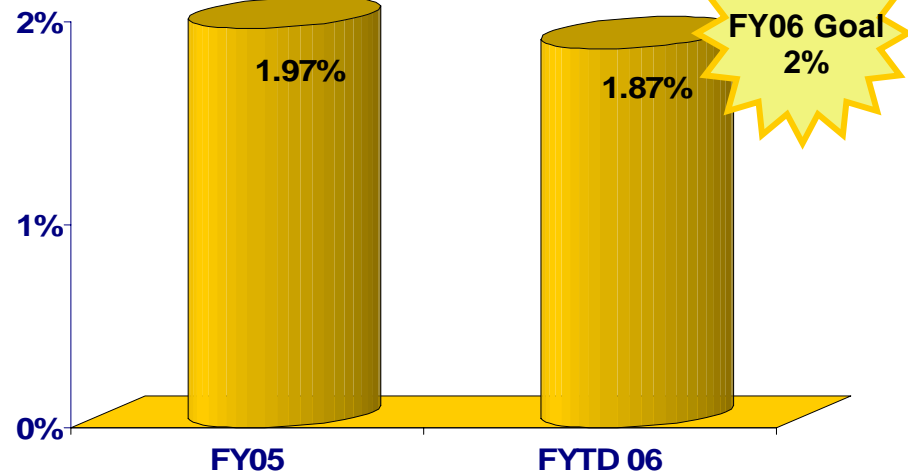
Prompt Pay Act \$ Disbursed



Interest Paid

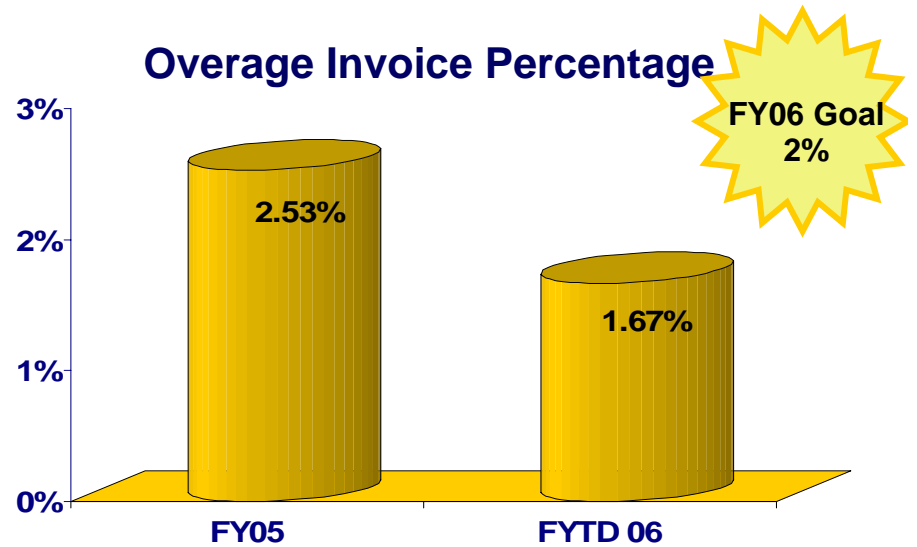
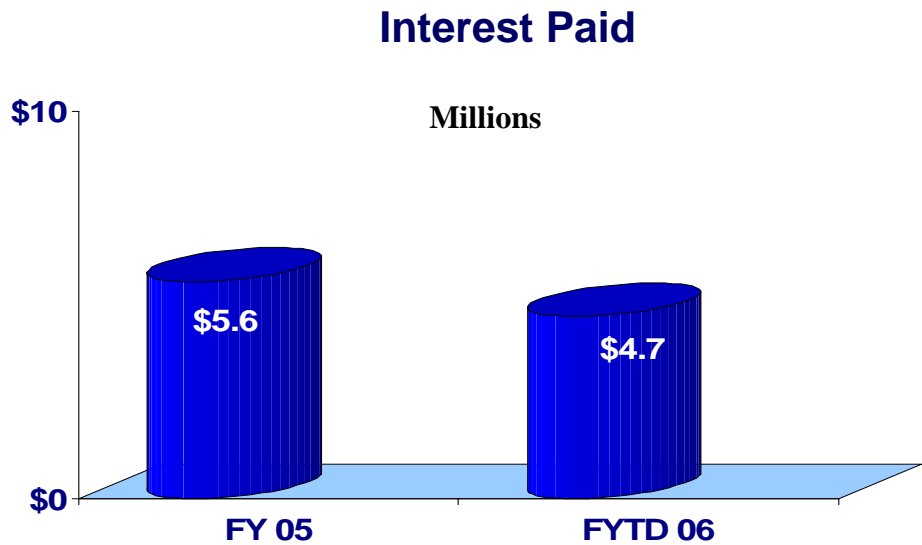
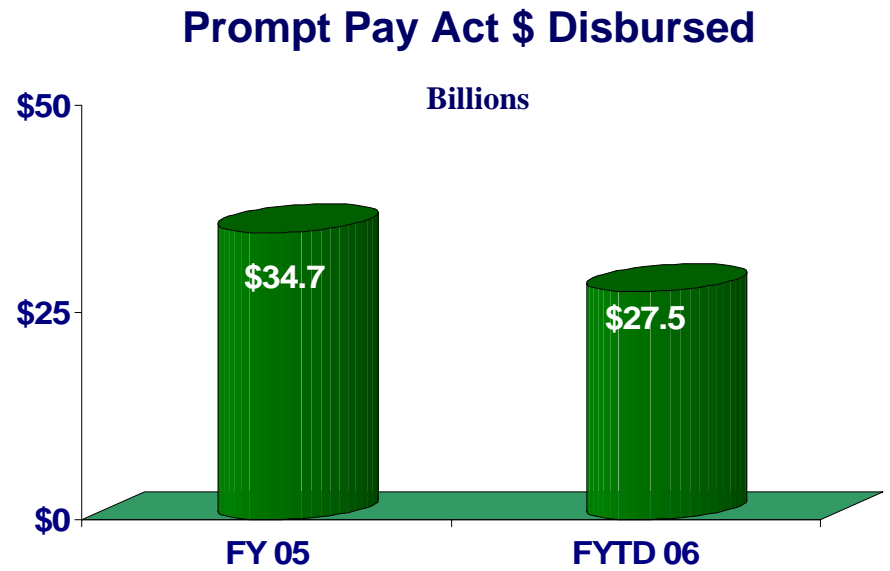
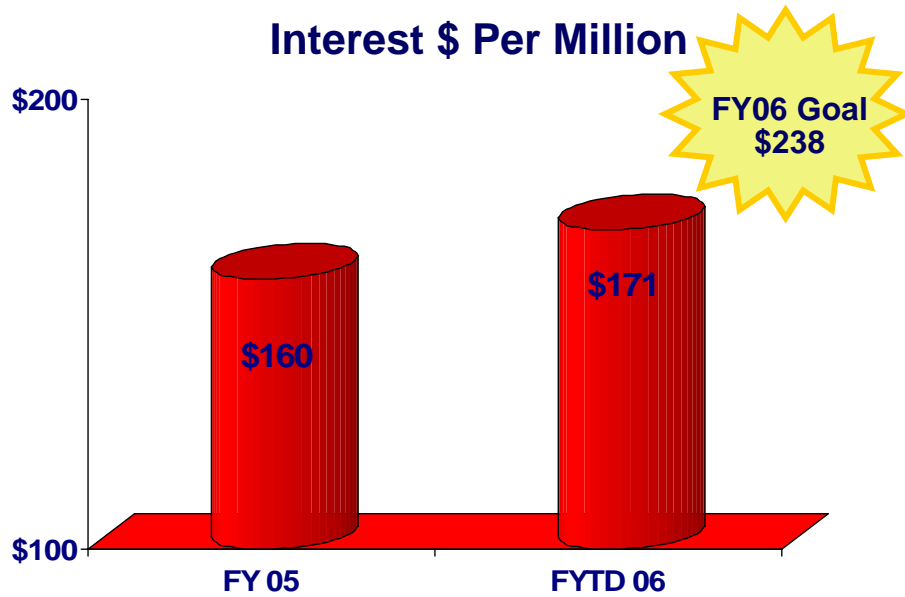


Overage Invoice Percentage



FYTD Data as of June 06.

Magnitude of Operations – Columbus Vendor Pay



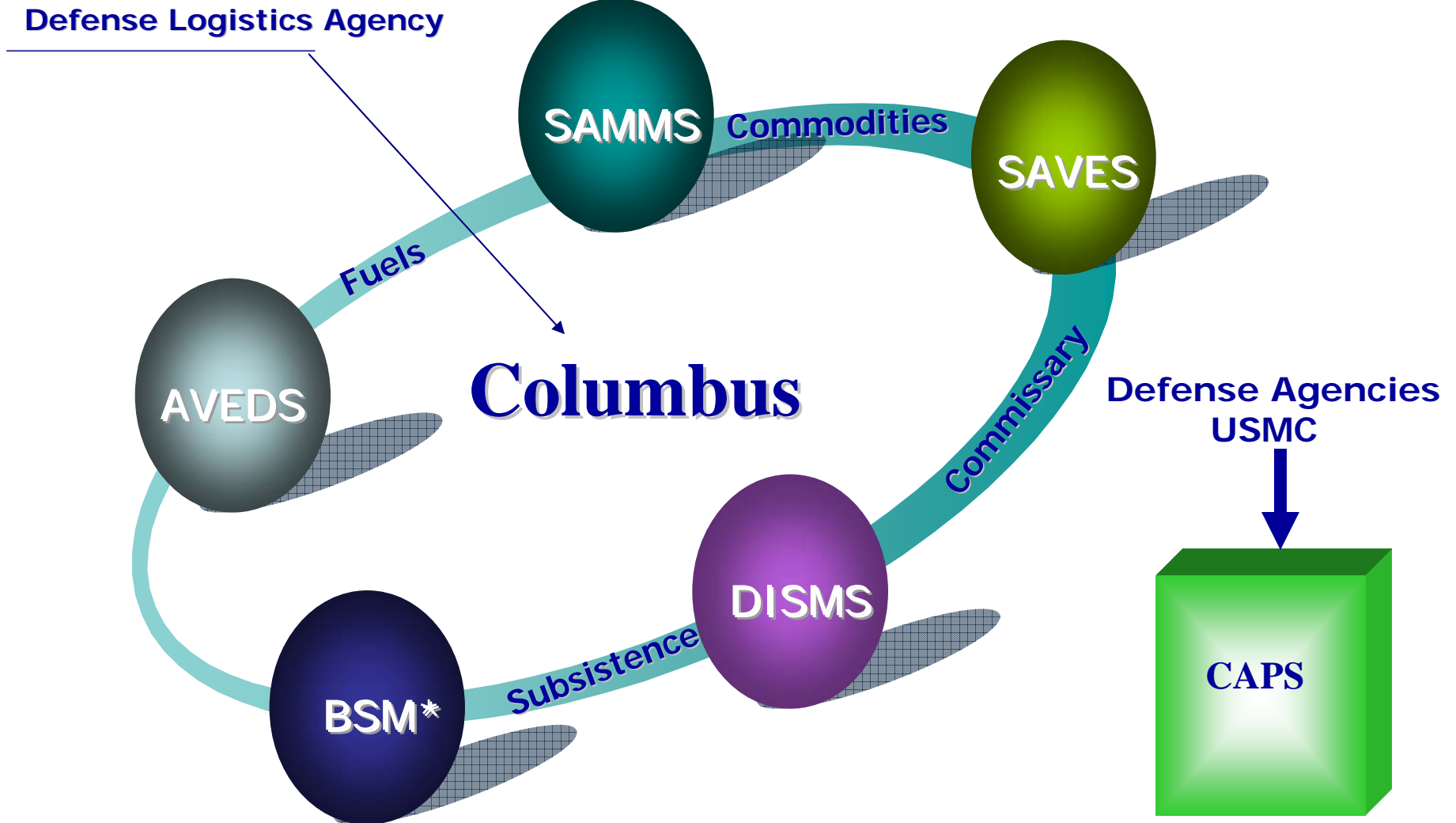
FYTD Data as of June 06.

Vendor Pay Entitlement Systems

- **AVEDS / FAS:** Automated Voucher Examination and Disbursing System / Fuels Automated System
- **BSM:** Business Systems Management
- **CAPS-Clipper:** Commercial Accounts Payable System – Clipper
- **CAPS-W:** Commercial Accounts Payable System – Windows
- **DISMS:** Defense Integrated Subsistence Management System
- **SAMMS:** Standard Automated Material Management System
- **SAVES:** Standard Voucher Examination System

- **CUFS:** College University Financial System – Omaha only
- **FABS:** Financial Accounting and Budgetary System – Pensacola only
- **IAPS:** Integrated Accounts Payable System
- **MSC:** Military Sealift Command
- **STARS-OP:** Standard Accounting and Reporting System – One Pay
- **SYMIS:** Shipyard Management Information System
- **DTRS:** Defense Transportation System
- **TMS:** Transportation Management System
- **TSS:** Transportation Support System
- **TFMS-M:** Transportation Financial Management System - Military

Vendor Pay Systems - Columbus

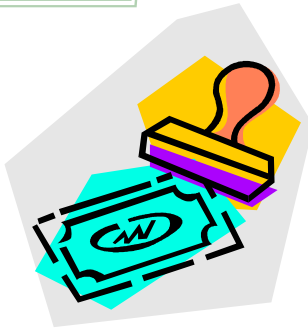


* Business System Management designed to replace DSIMS

Vendor Pay 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.

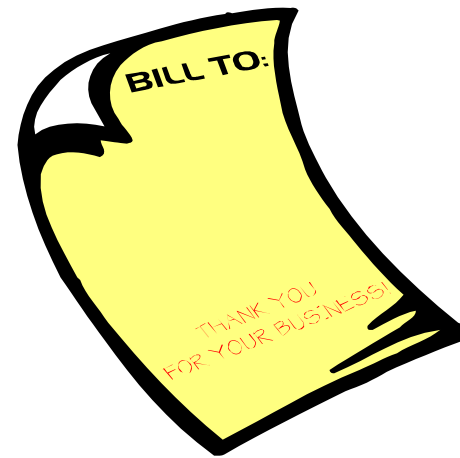


Disbursement voucher created;
Electronic Funds transfer
to bank account.

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



Vendor Pay Areas of Emphasis

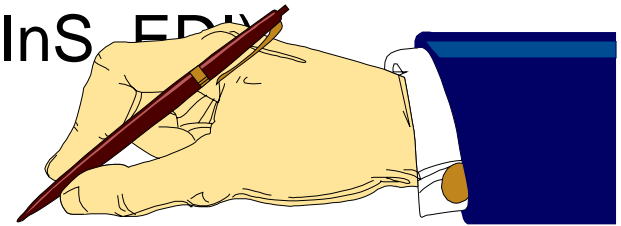
- Increase Electronic Commerce
- Customer Service - Provide Best Value
- Reduce Interest
- Increase Discounts Taken
- Eliminate Duplicate and Erroneous Payments
- Streamline and Standardize Processes

Vendor Pay Challenges

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

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 myInvoice



Stock Fund Payment Division Payment Division

- Automated commercial vendor payments
- Standard Automated Materiel Management System
 - SAMMS
 - Construction
 - Electronics
 - General
 - Industrial
 - Clothing & Textile
 - Medical Commodities



Meeting the needs of our Warfighters

What is BSM

- BSM = Business Systems Modernization
- Commercial Off-the-Shelf (COTS)
- Material Management
- Integrated System



Working in support of our Warfighters

What is BSM (continued)

ONE STOP SHOP

- Planning
 - Supply planning
- Procurement
 - Process purchase requests / purchase orders
 - Review planned orders
- Order Fulfillment
 - Receive and process sales orders and return requests
 - Issue and receive goods
- Finance
 - Examine and process payments to vendors
 - Verify posting to the account records
- BSM is a comprehensive system
 - All contractor / payment related information and history
 - Resides in one location

BSM Release 1

- Concept Demo Phase
 - Implemented July 2002
 - 5% of DLA's supply items were converted 4 Defense Subsistence offices (DSO): Reduced initial implementation to include only 1 (Nashville DSO)
 - Resources realigned
 - Training
 - Development
 - Testing

BSM Release 1.1

- Implemented November 2003
- Targeted Migration of Defense Integrated Subsistence Management System (DISMS) workload
- Battle Dress Uniforms (BDUs)
- Implemented Vendor Pay Inquiry System (VPIS)

BSM Release 2

- Implemented for July 2004
 - All DISMS workload in BSM
 - Wide Area Workflow (WAWF) for Source Acceptance
 - Automated Advice of Payment (AOP)
 - Business Warehouse Reports
 - Data Archiving
 - Foreign Currency Payments
 - My Invoice replaced VPIS



BSM Release 2.2

- Implemented January 2006
- Items transitioned from Computerized Accounts Payable System (CAPS) to BSM:
 - Power Track
 - Purchase Cards
 - Base Operating Supply System (BOSS) Contracts
 - Miscellaneous Payments
 - Service Payments

EDM Implementation

- Implemented May 19, 2004 for BSM
- Removes hardcopy invoices from individual workstations
- Indexed documents easily located using EDM search
- EDM contract folders maintain history of all incoming documents
- Provides workflow capability to review
 - And input documents in the payment system
- Provides management reports to
 - Track performance
 - Document status / age and production numbers
 - For monitoring the workload

Identifying BSM Contracts

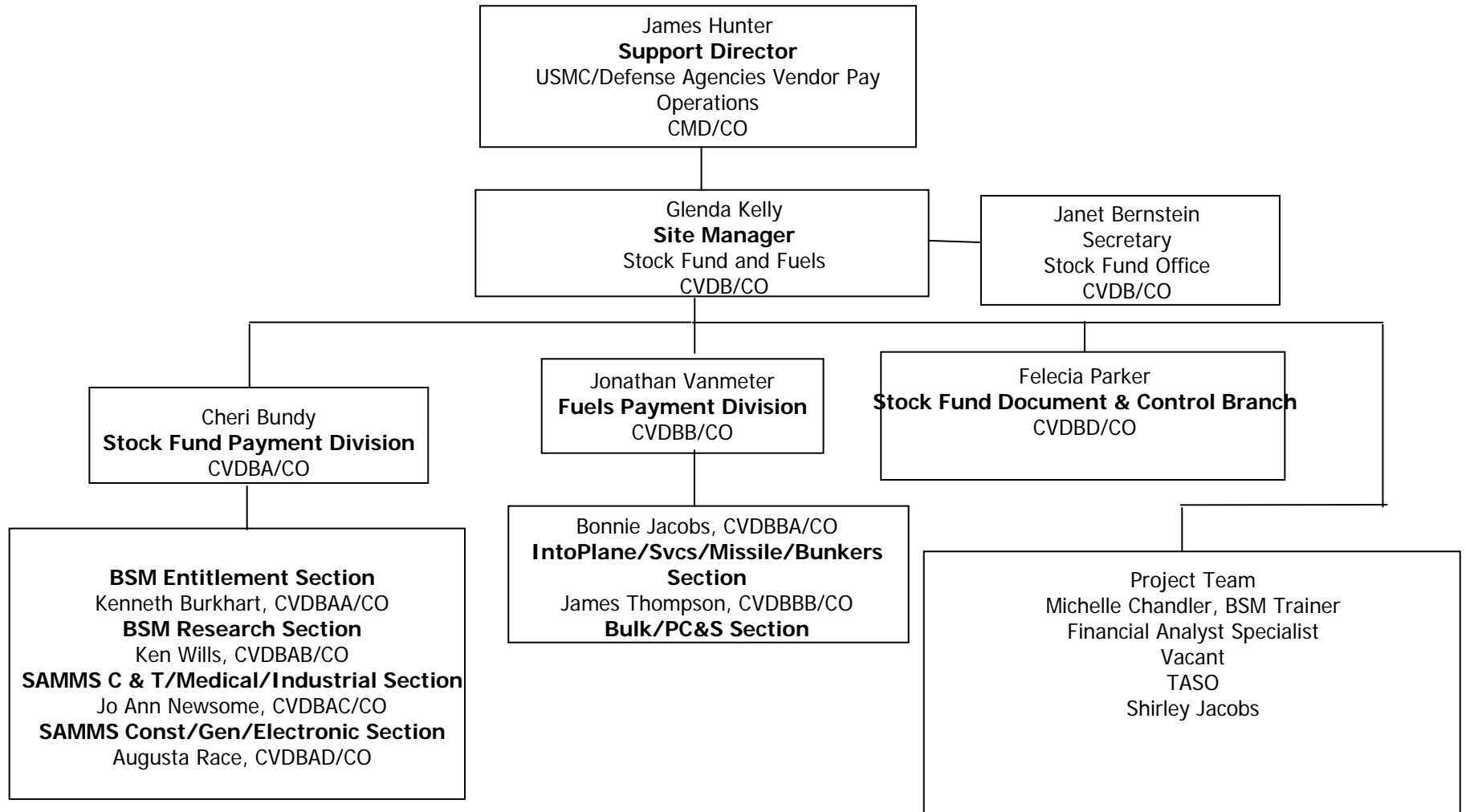
- Contract Number begins with **SPM** or **SPE**
- The line of Accounting is *always*
97 X 4930 5CBX 001 2630 S33150
- Block 15 of the Contract (Payment Office) will be:

DFAS-CVDBA (SL4701)

P O BOX 369031

Columbus, OH 43236-9031

Stock Fund Payment Division Points of Contact



Keys to Success

- On-going communication
- Employee dedication
- Team effort

Can Do! -- Will Do!



Electronic Commerce

Michelle Woldt

Topics

1. Introduction
2. Benefits
3. EC Systems: How does it work?
4. New Capabilities
5. Getting Started Tools & References

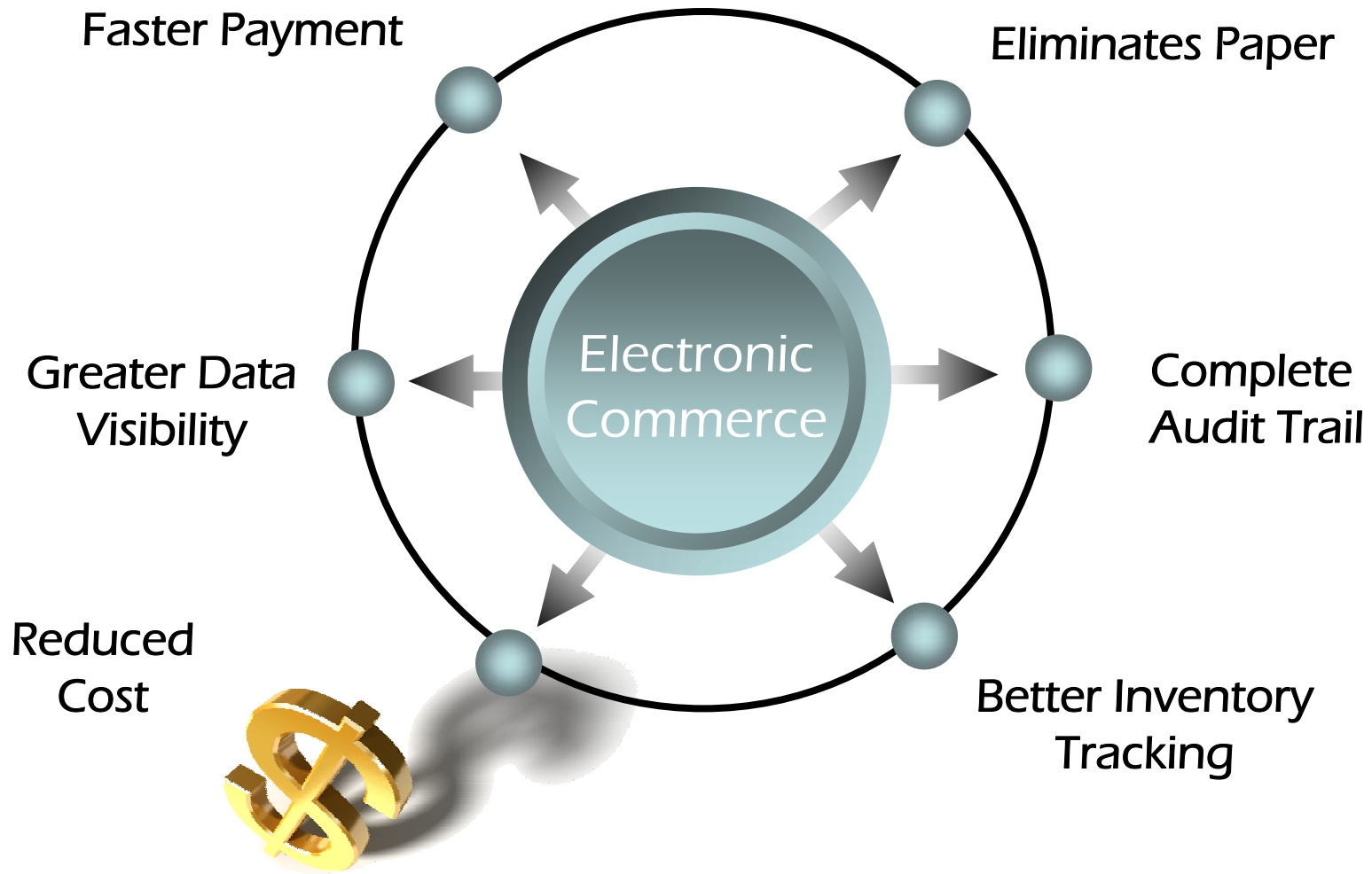
What is Electronic Commerce?



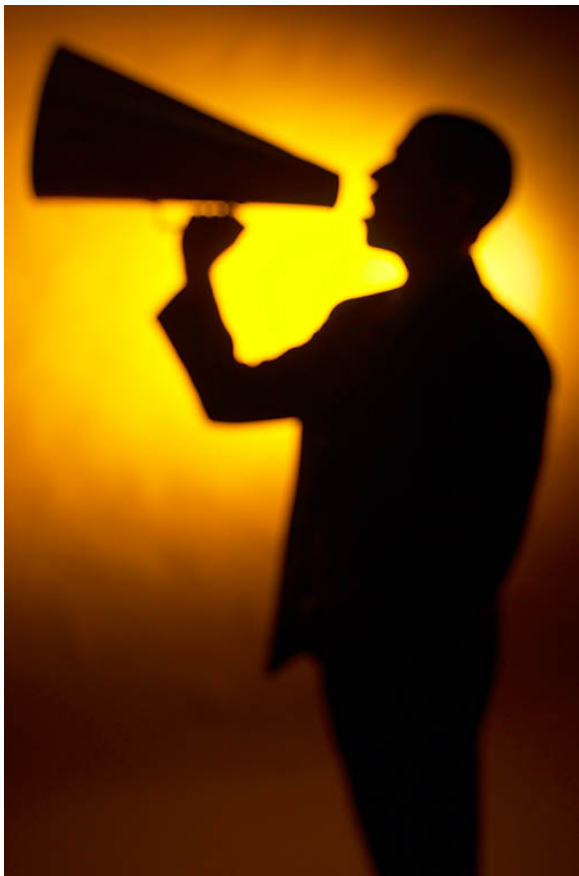
- The use of communication technologies to transmit business information and transact business.

[www.dis.wa.gov/portfolio/Definitions
.htm](http://www.dis.wa.gov/portfolio/Definitions.htm)

Benefits of Electronic Commerce



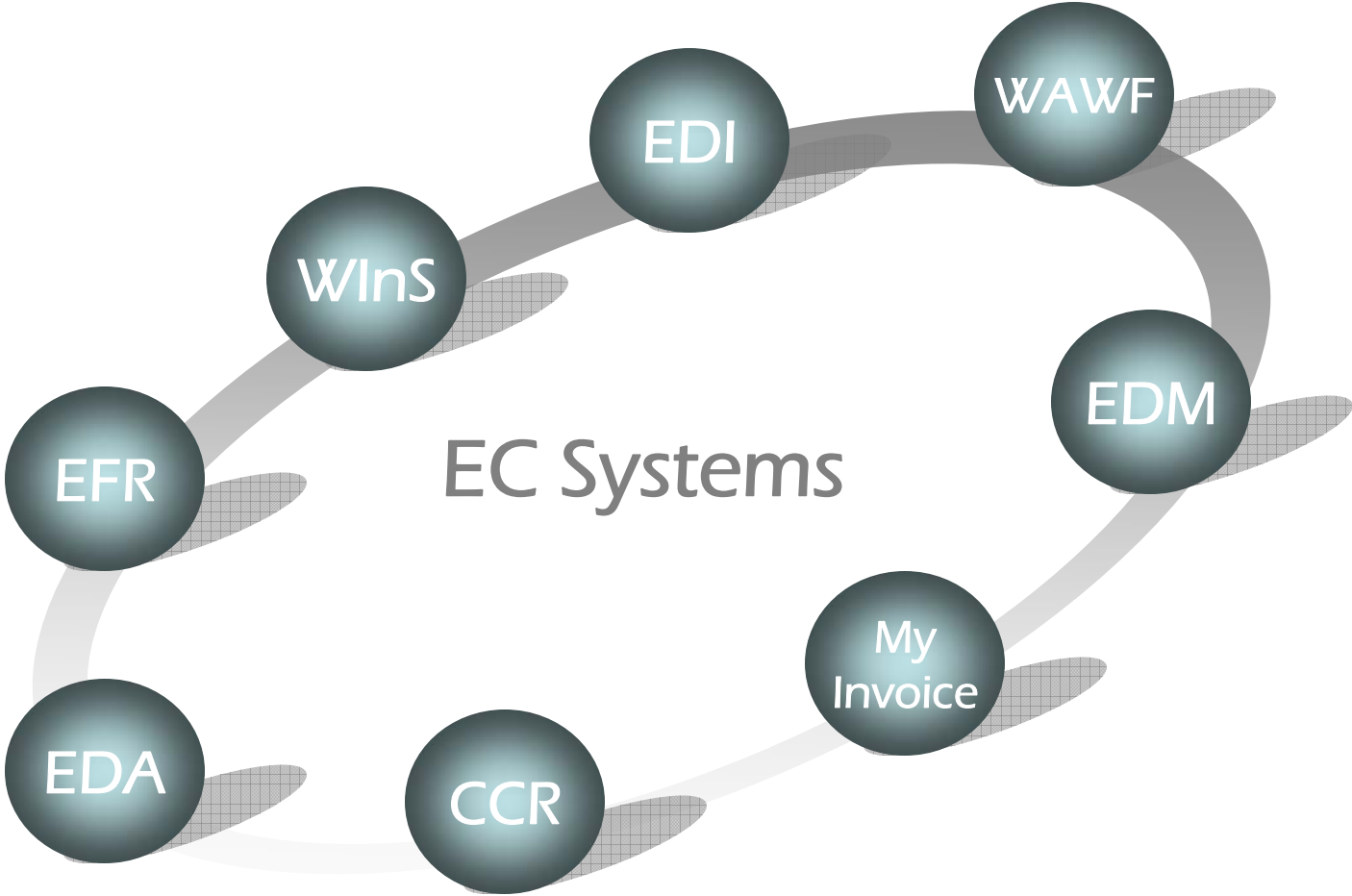
Electronic Invoicing Mandate



- Contractors must submit invoices electronically.
- Mandated by Public Law: Section 1008 of National Defense Authorization Act of FY 2001
- DFAS updated to include requirement for electronic invoicing, effective for contracts issued after Feb 28, 2003.
- DFARS Clause 252.232-7003 (232.7004)
 - Requires electronic invoicing.
 - Requires electronic supporting documentation.
 - Identifies three acceptable electronic forms for transmission of invoices (WInS, WAWF and EDI).
 - Identifies six specific situations where EC is not required.

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

EC Systems



How does it work?

1



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

2



Contracts/mods, vouchers are posted to EDA/NAFI

3



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

5

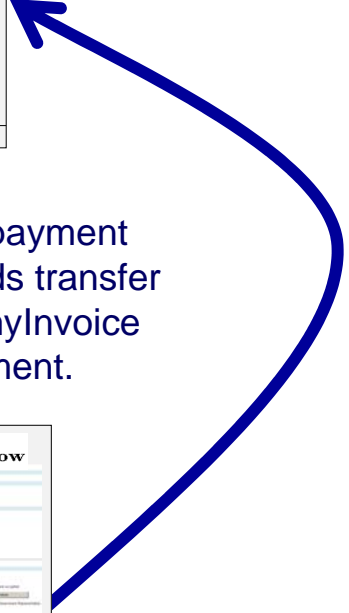


Vendor receives payment via electronic funds transfer (EFT) and uses myInvoice to track their payment.

4



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



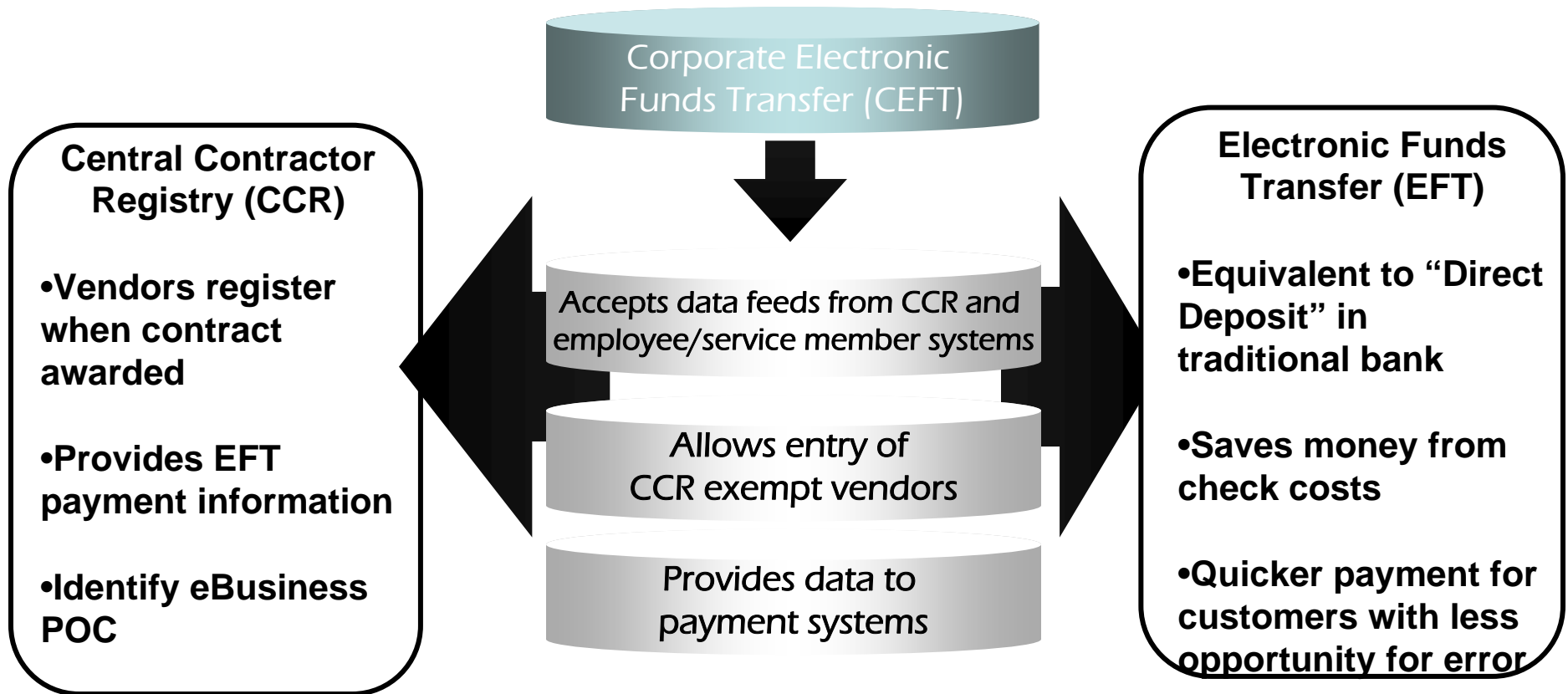
How does it work? Step #1

1

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



CCR/CEFT/EFT

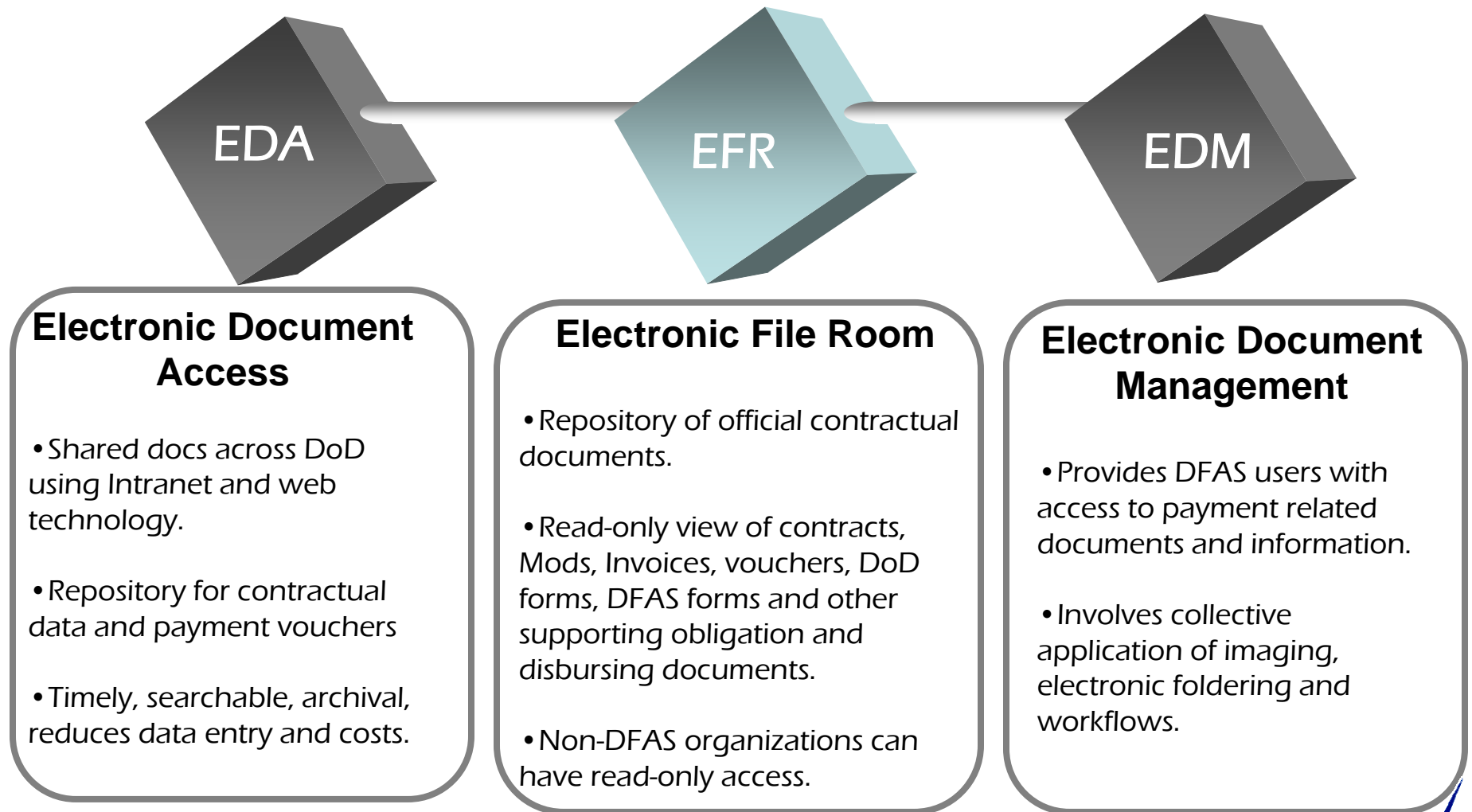


How does it work? – Step #2

2 Contracts/mods, vouchers are posted to EDA/NAFI



Electronic Document Visibility



How does it work? – Step #3



- 3 Vendor enters invoice and shipment data into WAWF, or transmits invoices via WINS or EDI

Wide Area Workflow (WAWF)

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.



Click for
Demo

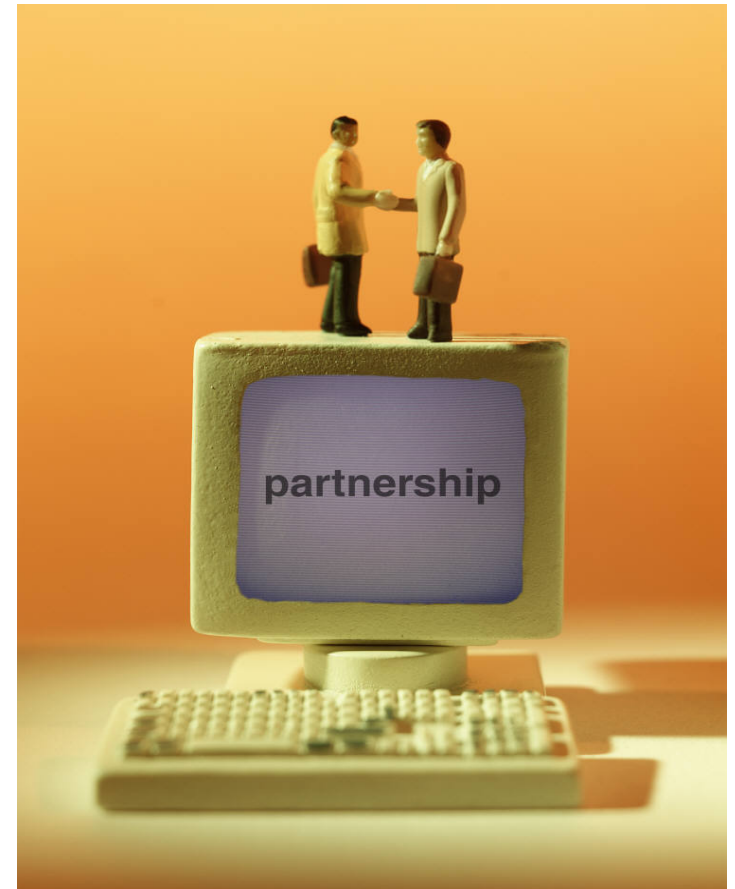
Create CIR

- PKI Enabled
- Allows government to digitally sign documents over the web
- Eliminates paper from the invoicing and receipt/acceptance process of the DoD contracting life cycle.
- Electronically transmits data to the entitlement systems for payment
- Uses e-mail to notify workflow users of document status
- Provides GLOBAL visibility to all users.

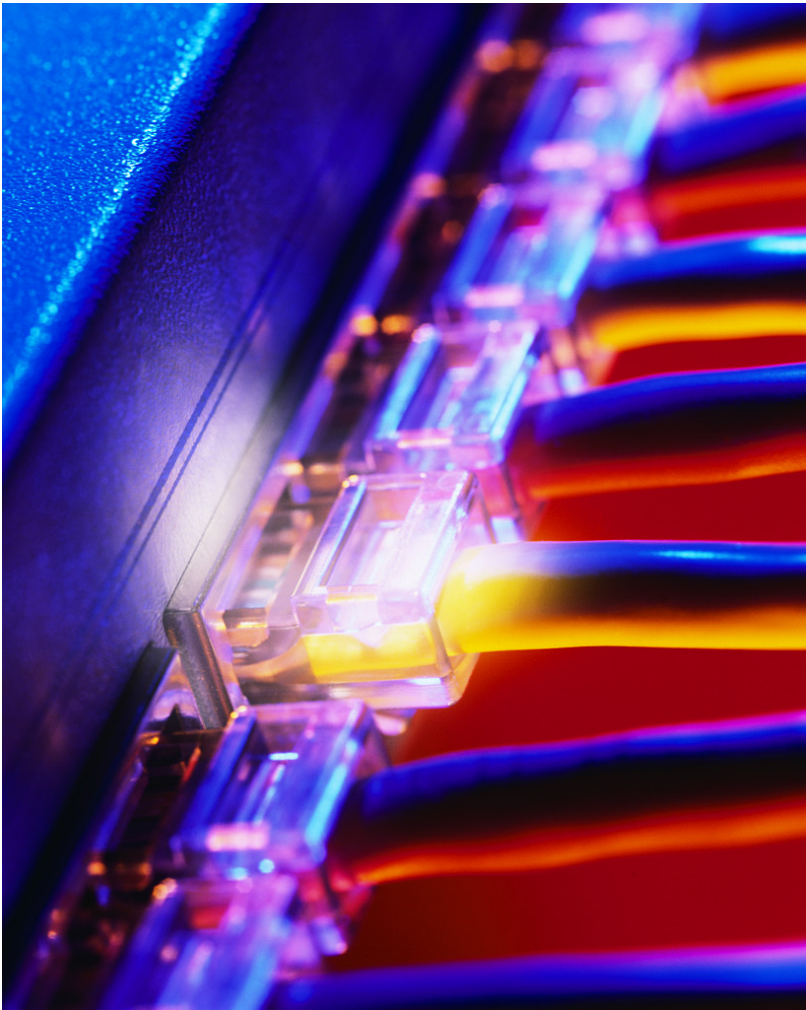
Self Paced Training @ www.wawftraining.com

Web Invoicing System (Wins)

- Web-based application
- Allows vendors to submit invoices via:
 - on-line data entry
 - File Transfer Protocol (FTP)
- Invoices are translated into EDI 810 format and submitted to payment system.
- Certification through SEPS and ECS.



Electronic Data Interchange (EDI)



- Computer to computer exchange of routine business information in a standard format
- Uses American National Standards Institute (ANSI) X-12 format.

Version 3010

How does it work? – Step #4



Routing Information:

Prime Contractor	Administered By
CAGE Code: ZY789 Extension:	DoDAAC: FA9401
Name: ACTIVE ELECTRONIC SECURITY	Name: FA9401 377 CONS CC
Service Acceptor	Payment Official
Code: FBY300 Extension:	DoDAAC: FD3000
Name: 377 SFS/SFTL	Name: ACCTG DISB STA NH 963000
Issue By	
DoDAAC: FA9401	
Name: FA9401 377 CONS CC	

ACTION BY: FBY300 *

Inspected
 Accepted and conforms to the contract except as noted
 Object to Initiator

Date Received:

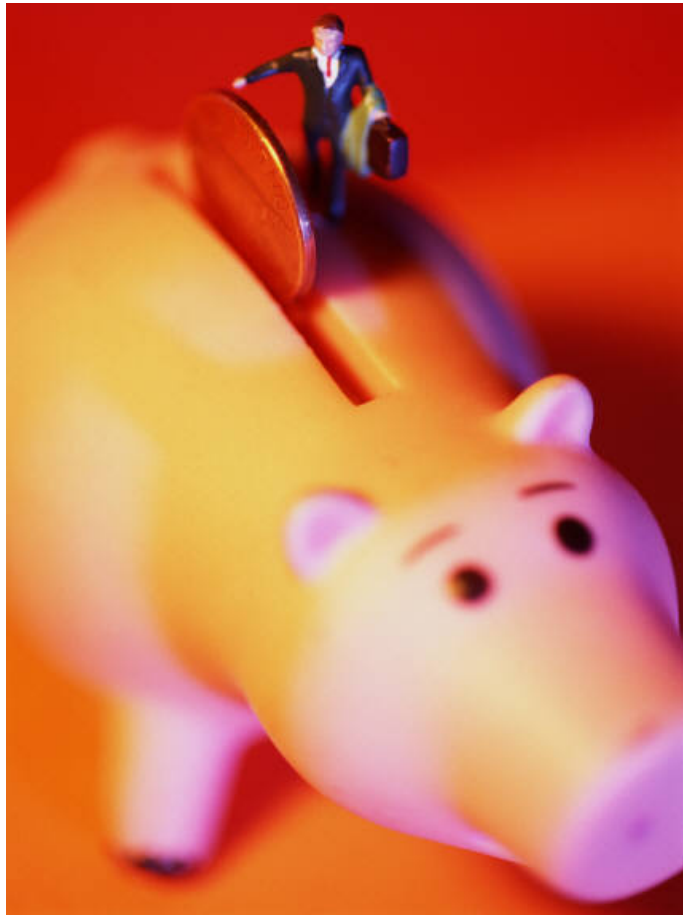
I certify that the services have been received and were accepted.

Date Signature Of Authorized Government Representative

4

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

Government Acceptance Using WAWF



- WAWF makes it fast and easy to accept goods and services.
- Use the “Create Receiving Report From Invoice” feature to cut data entry time.
- Missing RR’s are the leading cause of overage and interest. Using EC for acceptance reduces costs and improves payment timeliness.



Click for
Demo

Accepting CIRR

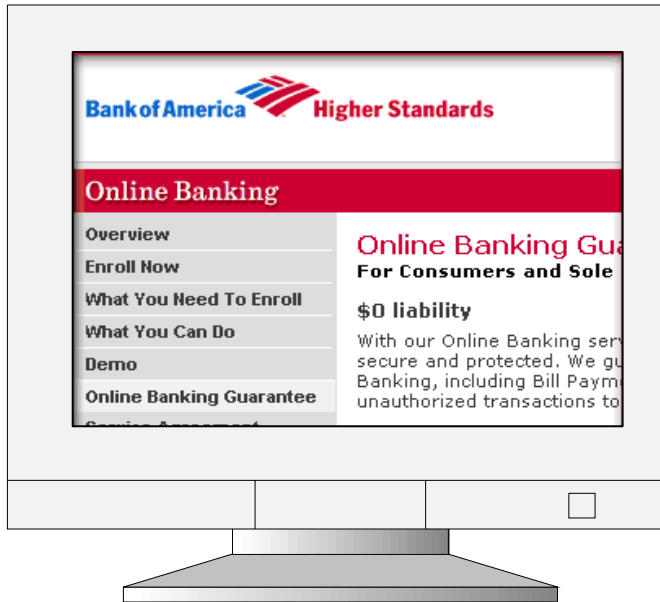


How does it work? – Government perspective



GEX translates info into legacy entitlement systems.

How does it work? – Step #5



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

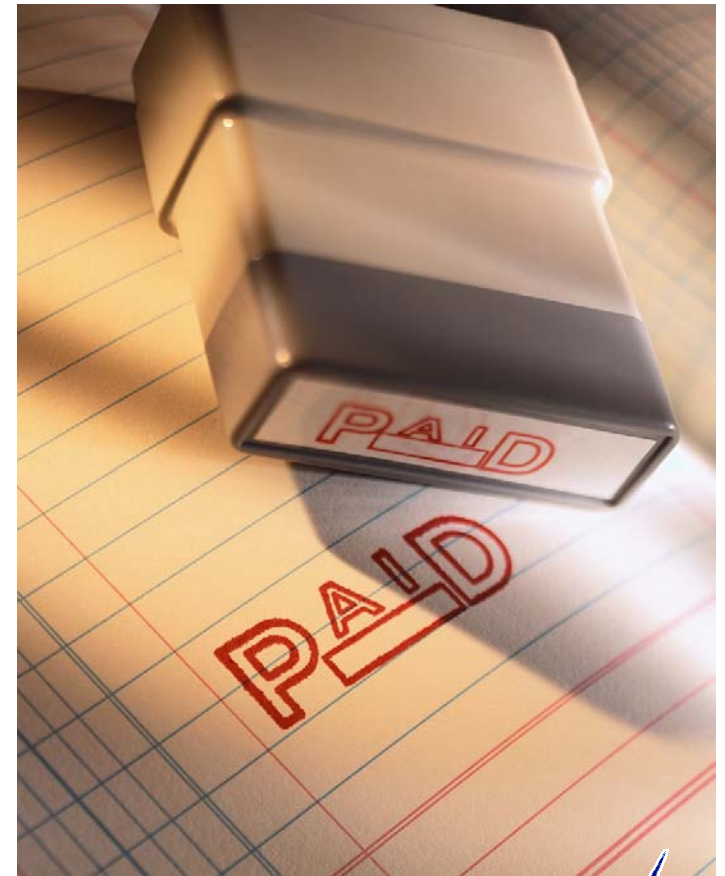
myInvoice

Interactive system provides information on invoices submitted and paid.

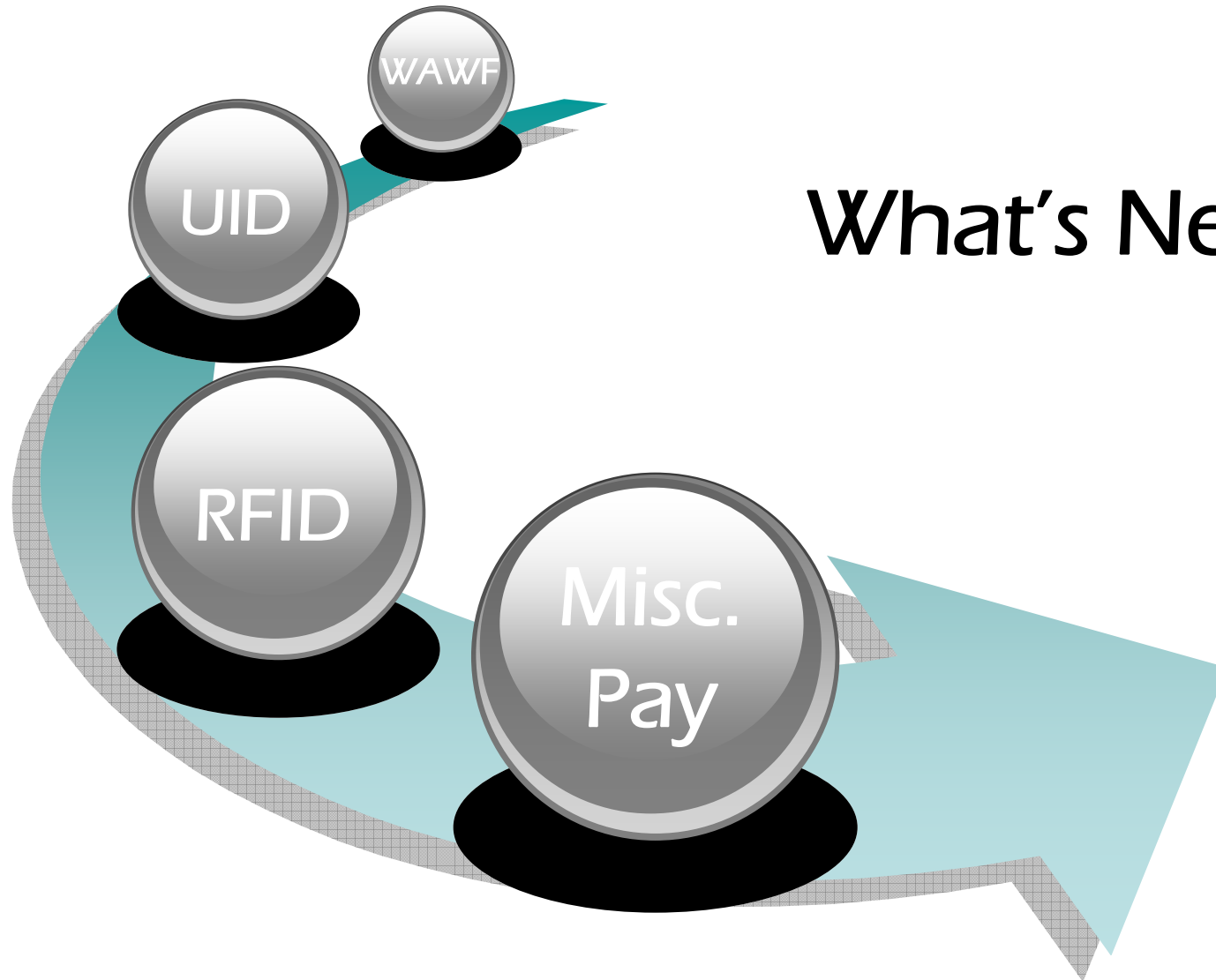
Contractors may:

- Research the status of a recently filed invoice to see when payment will be issued or if there is an issue with payment processing.
- Obtain information associated with a payment including contract number, invoices covered, interest or freight included and tax or discount withheld.
- Receive e-mail notification of payments.

<https://myinvoice.csd.disa.mil/index.html>



WAWF - New Capabilities



What's New

Miscellaneous Payments



- WAWF is now capable of making misc. payments.
- Make payments for non-contractual items.



Radio Frequency Identification (RFID)



RFID
Antenna



Active Tags



Long Range Reader




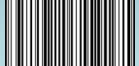
- RFID technology is a means of identifying a unique object or a person using a radio frequency transmission.
- DFARS Clause 252.211-7006 The Contractor shall electronically submit advance shipment notice(s) with the RFID tag identification (specified in paragraph (d) of this clause) in advance of the shipment in accordance with the procedures at :
http://www.acq.osd.mil/log/rfid/advance_shipment_ntc.htm
- ***The current acceptable method for ASN submission is through Wide Area Workflow (WAWF).***
- ***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.***

Unique Identification



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	

- Set of data marked on tangible assets that is globally unique. It ensures data integrity and quality throughout the life of the item.
- Helps to reliably locate, control, and value assets anywhere in the DoD supply chain

UID data shall be submitted via Wide Area Work Flow (WAWF) or other electronic means.

- ***The most recently released version of WAWF is now capable of capturing UID data.***
- ***For more information go to:***
<http://www.acq.osd.mil/dpap/UID/>

Getting Started



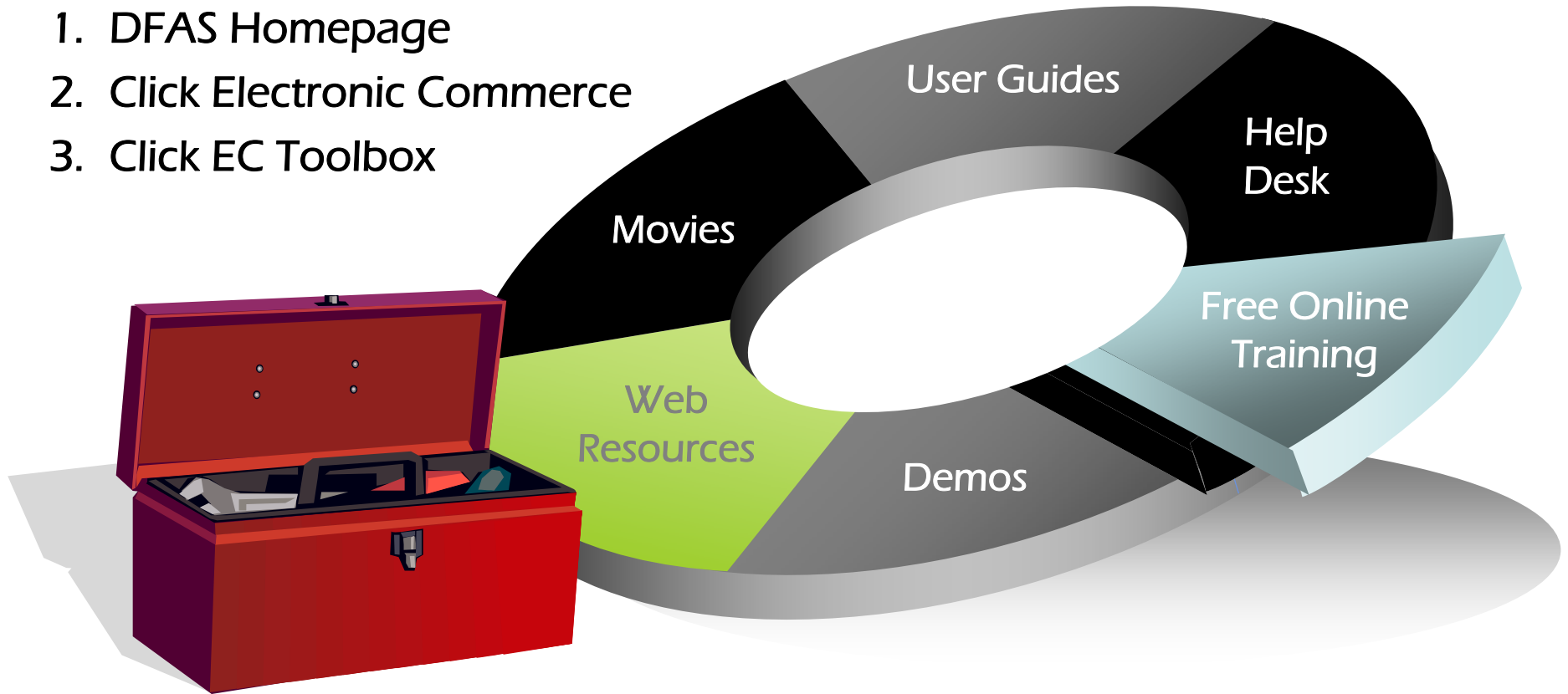
Tools &
References



Electronic Commerce End User's Tool Box

Go to:

1. DFAS Homepage
2. Click Electronic Commerce
3. Click EC Toolbox



<http://www.dod.mil/dfas/contractorpay/electroniccommerce/ECToolBox.html>

References

- Main DFAS EC Web Site

<http://www.dod.mil/dfas/contractorpay/electroniccommerce.html>

- WAWF production web-site

<https://wawf.eb.mil>

- WInS web-site

<https://ecweb.dfas.mil>

- EDA web-site

<http://eda.ogden.disa.mil/>

- myInvoice

<https://myinvoice.csd.disa.mil//index.html>



Thank You!





1st Choice Support for the Warfighter



DoD EMALL



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

Presented by Tony Griffin & Jackie Washington



1st Choice Support for the Warfighter
(Federal Buyers Welcome Too!)

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| [Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#) |

The FY 1999 DoD Authorization Act stated,

“... the Joint Electronic Commerce Program Office of the Department of Defense shall develop a single, defense-wide electronic mall system, which shall provide a single, defense-wide electronic point of entry and a single view, access, and ordering capability for all Department of Defense electronic catalogs.”

The DoD EMALL was created to leverage purchasing power across agencies to provide the warfighter and other Federal Government Agencies with volume discounts from Military and Commercial suppliers



DOD EMALL Supports the Field Level

Pre-Deployment Support



Deployment Lists
Shopper/Orderer
Workflow

In-Theater Support



NSN & Commercial Catalogs
Re-Order Lists
Order Tracking

Base Level Support





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DOD EMALL FACTS

DOD EMALL did ***\$560 Million in sales in 2005***

- 35,000+ user accounts on the DOD EMALL
- Adding 500 new users a week
- Users are DOD (All Services, National Guard, Reserves) and other Federal Agencies (DHS, FBI, etc.)

Small Business Friendly

1200+ Commercial Contracts hosted on DOD EMALL

- Over half are Small Businesses
- Additional Catalogs are added weekly



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[» Home](#)

You are not logged in

Account

User name

Password

[Login](#)

- [» Forgot your password?](#)
- [» New user registration](#)
- [» Shop as Guest](#)

Welcome to DOD EMALL!

Stock Out Report Users, Take Note!

The Stock Out Report is under construction. Although the data appears to be available under the Reports tab, the information in the report is from 10 May 2006. A systems change is currently in process to correct logic that resulted in stock out conditions being reported when in fact there was stock on hand at DLA. The data in the report will be refreshed upon completion of that systems change request in late August 2006. The information in the Stock Out Report will be refreshed weekly thereafter. It is recommended that you use the report for training and navigation purposes only and that you refrain from using the data for decision making purposes until late August 2006. We are sorry for the inconvenience.

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- [» DOD EMALL Training](#)
- [» Supplier's Corner](#)
- [» DOD EMALL Supplier's List](#)
- [» Learn More about DOD EMALL](#)
- [» DOD EMALL Policy Statements](#)

Welcome To The DOD EMALL Homepage!!

Use of the DOD EMALL requires [Netscape Navigator 6.0 +](#) or [Internet Explorer 6.0+](#) with cookies, pop-ups, and JavaScript enabled. This is a government web site that is subject to [monitoring](#). Viewing documents on the DOD EMALL requires [Adobe Acrobat Reader](#).



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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 each 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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[Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#) |

Region/Special Codes: **Country:** UNITED STATES **Postal Code:** 43218 [Shop for another user](#)

[Cart Summary:](#) **Line Count:** 1 **Sum Total:** \$12.00

Change Corridor

All of DOD EMALL

Start A Search

Keywords

batteries - AA

NSN/Item Number

Equals

Refinements

Keep Discard

[Clear](#)

[Search](#)

Refine Your Search

By Category

All NSNs

Commercial (UNSPSC)

Federal Catalog System

Supplier Specific

By General Attribute

DAYS ARO

PRICE

SUPPLIER

[Search History:](#) [1](#) [2](#) [3](#)

DOD EMALL

Welcome to the DOD EMALL Search Page

Search by keyword or part number. You can also browse by category or narrow your search according to particular attributes, e.g. price or supplier.

NSN Warning:

If you absolutely must have an NSN item, you should order an NSN item. When you order a manufacturer's part number, you are getting the manufacturer's commercial part which may or may not meet all of the technical requirements for the corresponding NSN.



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[Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#) |

Region/Special Codes: **Country:** UNITED STATES **Postal Code:** 43218 [Shop for another user](#)

[Cart Summary:](#) **Line Count:** 1 **Sum Total:** \$12.

Change Corridor

All of DOD EMALL

Start A Search

Keywords
batteries - AA

NSN/Item Number

Equals

Refinements
 Keep Discard

[Clear](#) [Search](#)

Refine Your Search

By Category
 Commercial (UNSPSC)
 Supplier Specific

By General Attribute
 MIL CC SBA Jwood

DAYS ARO
 PRICE
 SUPPLIER

Current Search:

[Search History:](#) [1](#) [2](#) [3](#) [4](#)

Keyword: batteries - AA in Coridor: All of DOD EMALL

Product Categories With the Most Frequent Matches

- [BATTERY, NONRECHARGEABLE](#)
- [CLOCK, WALL](#)
- [BATTERY, STORAGE](#)
- [CHARGER, BATTERY](#)
- [CALCULATOR, ELECTRONIC](#)
- [BATTERY, DRY](#)
- [LABELING MACHINE](#)
- [SHARPENER, PENCIL](#)
- [FLASHLIGHT](#)

[Add Selected to Cart](#) [Compare Selected](#)

Products Found (12564):

Sort By: Search Ranking [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#)

<p>BATTERY-AA Supplier: CATERPILLAR INC Mfr. Part #: 1U9533 Contract #: SP070099DS006 IDIQ Change Permissions</p>	<p>\$0.68 EA CC MIL Days ARO: 7 days</p>	<p><input type="text" value="1"/> ADD</p>	<p><input type="checkbox"/></p>
<p>BATTERY-AA Supplier: CATERPILLAR INC Mfr. Part #: 1U9538 Contract #: SP070099DS006 IDIQ Change Permissions</p>	<p>\$0.59 EA CC MIL Days ARO: 7 days</p>	<p><input type="text" value="1"/> ADD</p>	<p><input type="checkbox"/></p>
<p>Eveready AA Battery Supplier: BACO Enterprises, Inc. Min. Order: \$150.00 Mfr. Part #: EVE-E91SBP36H Catalog #: EVE-E91SBP36H Contract #: OPENMKT0115 Open Market Description: AA Battery Change Permissions</p>	<p>SBA \$43.00 EA CC Days ARO: 1 days</p>	<p><input type="text" value="1"/> ADD</p>	<p><input type="checkbox"/></p>



1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)

[Help Desk](#) | [Logout](#)



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[Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#)

BATTERIES

Category: BATTERY, NONRECHARGEABLE
Supplier: [Associated Supply Company](#)
Min. Order: \$50.00
Mfr. Part #: EVRE91SF-24
Catalog #: 61
Contract #: GS14F0046M [GSA FSS](#)

Description: AA BATTERIES

[Change Permissions](#)

SBA

\$39.61 BX

ADD

CC

\$

Days ARO:
2 days

AL-AA AA BATTERY

Category: BATTERY, NONRECHARGEABLE
Supplier: [Tidewater Electric \(Johnstone Supply, Inc.\)](#)
Min. Order: \$108.00
Mfr. Part #: AL-AA
Catalog #: G21-865
Contract #: SP073002DE007 [IDIQ](#)

Description: AL-AA AA BATTERY

[Change Permissions](#)

SBA

\$0.46 EA

ADD

CC MIL

Days ARO:
3 days

AA ALKALINE BATTERY

Supplier: [Johnstone Supply](#)
Min. Order: \$50.00
Mfr. Part #: EN91
Catalog #: G21-865
Contract #: GS06F0027S [GSA FSS](#)

Description: AA ALKALINE BATTERY

[Change Permissions](#)

\$0.47 EA

ADD

CC

Days ARO:
3 days

General Batteries AA

Supplier: [Kipper Tool - Credit Card Only](#)
Min. Order: \$27.00
Mfr. Part #: EVEC91BP2
Catalog #: EVEC91BP2
Contract #: GS06F0018L [GSA FSS](#)

Description: AA; 2/Pk

[Change Permissions](#)

\$3.00 EA

ADD

CC

Days ARO:
2 days

General Batteries AA

Supplier: [Kipper Tool - Credit Card Only](#)
Min. Order: \$27.00
Mfr. Part #: EVEC91BP4
Catalog #: EVEC91BP4
Contract #: GS06F0018L [GSA FSS](#)

\$5.00 EA

ADD

CC

Days ARO:
2 days



Product Search Using Filter Icons

JWOD items



NSN Cross Referenced

Small Business



• Government Certified



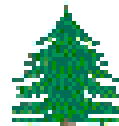
UNICOR Items



• Contractor Certified



Environmentally Friendly



Material Safety
Data Sheet Applies



Payment Forms Accepted

• Fund Codes (MILSTRIP)



Picture Available



• Credit Card





1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)

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Address <http://www.dsccl.dla.mil/>

Go Lin



Defense Supply Center Columbus *Taking the Lead in Land and Maritime Support*

Site search:

[Customer Contact Center
\(24 hr/7day\)](#)

[Business Systems
Modernization \(BSM\)](#)

[DLA-BSM Internet Bid
Board System \(DIBBS\)](#)

[DSCC Internet Bid Board
System \(DIBBS\)](#)

[Points of Contact](#)

[Administrative Services](#)

[DoD Electronic Mail
\(EMALL\) Information](#)

[DLA Small Business
Program](#)

[Freedom Of Information
Act \(FOIA\)](#)

[Columbus Federal Voice](#)

[About DSCC](#)

[Organization Chart](#)

[Contact Us](#)

[Operational Status -
Normal](#)

Buying
from DSCC



Selling
to DSCC



Search
the DSCC Site



Library
Documents



News
and Events



Links
to Related Sites



[See Today's Announcements](#)



1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)

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[Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#)

Address <http://www.dsccl.dla.mil/programs/emall/>

Go [Links](#)



Defense Supply Center Columbus *Taking the Lead in Land, Maritime*



DoD Electronic Mall (EMALL) Solicitation Information

[Offices of Assistance](#)

Site search:

[DSCC Home](#)

[Buying from DSCC](#)

[Selling to DSCC](#)

[Detailed Searches](#)

[Library](#)

[News](#)

[Links](#)

[Contact Us](#)

Welcome to the Defense Supply Center Columbus DoD Electronic Mall Page. The DoD EMALL is a one-stop Internet shopping site that gives Military shoppers an alternative to traditional buying processes used by DoD.

The DoD EMALL offers you access to DoD customers from around the world! Getting connected to the DoD EMALL is not difficult. Help is available should you need it. Suppliers not represented on the DoD EMALL are missing out on significant potential sales. This is an opportunity to increase your Defense business. If you offer quality products with competitive commercial pricing and delivery, we want you on the DoD EMALL team! If you already hold a long-term contract with DSCC, contact us about transitioning to an electronic catalog contract!



Documents:

VENDORS: A new DoD EMALL Solicitation will be issued soon. Please provide your email address to, DoD.emall@dsccl.dla.mil . You will be added to the EMALL e-mailing list.

Links:

- [DoD EMALL Help-- "How To's"](#)
Provides the technical information required for participation in the DoD EMALL
- [DoD Electronic Mall \(EMALL\)](#)
Allows Military customers worldwide to "shop" for their requirements and place orders.
- [Defense Supply Center Columbus \(DSCC\) DoD EMALL Solicitation](#) (444 kb)
 - [DoD EMALL Amendment](#) (83 kb)
 - [DSCC Catalog Template](#) (39 kb)
- [Defense Supply Center Philadelphia \(DSCP\) DoD EMALL Solicitation](#)



1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)

[Shop](#) [Carts](#) [In Checkout](#) [Orders](#) [Admin](#) [Report](#)

| [Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#) |



1 of 42

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

IN REPLY
REFER TO DSCC-DOM

February 02, 2006

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.dsccl.dla.mil/programs/Emall/> or by contacting Jacqueline Washington, Jacqueline.washington@dlamail, (614)-692-5372 or Jim Secrist, james.secris@dlamail, (614) 692-7346



1st Choice Support for the Warfighter
(Federal Buyers Welcome Too!)

| Help Desk | Logout



Shop | Carts | In Checkout | Orders | Admin | Report

| Catalog Search | Power Search | Product Comparisons | Specialty Stores | Competitive Pricing | Housing |

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)



1st Choice Support for the Warfighter
(Federal Buyers Welcome Too!)

| [Help Desk](#) | [Logout](#)



[Shop](#) | [Carts](#) | [In Checkout](#) | [Orders](#) | [Admin](#) | [Report](#)

| [Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) | [Housing](#) |

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.



Welcome To DSCC

28 August 2006





Commander's Intent



Performance

Improve Customer Support
and Backorder Reduction

Transformation

Execute BSM and Support
BRAC Decision Requirements

The
CUSTOMER SATISFACTION
ACCOUNTABILITY
SPEED
QUALITY
INNOVATION
TEAMWORK
MUTUAL TRUST & RESPECT
DSCC
Way
... Expect the Best ...

Culture

Enhance Associate Capability Development



Agenda



- **DLA Overview**
- DSCC Installation
- DSCC ICP
 - Organization
 - Our People
 - Mission
- BSM Transformation
- BRAC

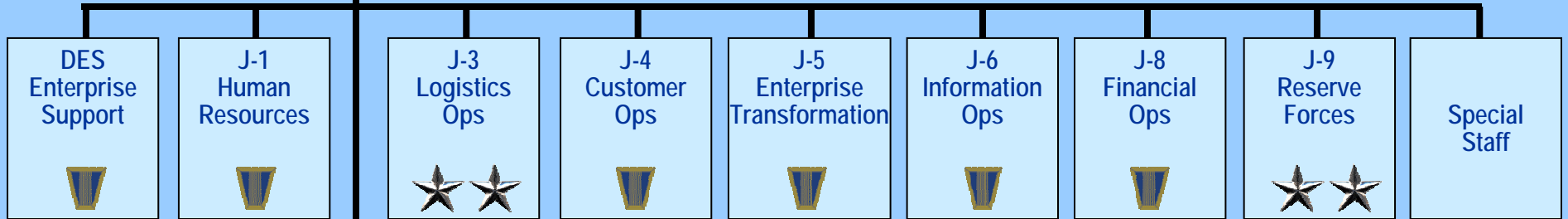




DLA ICP Overview... Organization



CORPORATE STAFF



BUSINESS UNITS



SERVICE ACTIVITIES













DLA ICP Overview...

Supply Chains of DLA



Aviation	Land	Maritime	C&T	Medical	Subsistence	C&E	Energy
<i>Richmond</i>	<i>Columbus</i>		<i>Philadelphia</i>				<i>Ft. Belvoir</i>
<ul style="list-style-type: none"> • Aviation Original Equipment Manufacturer (OEM) Items • Engines & Airframes • Aviation Supply Chain Commodities 	<ul style="list-style-type: none"> • Wheeled Vehicles • Tracked Vehicles  • Batteries • Nuts & Washers • Converters 	<ul style="list-style-type: none"> • Valves/Hardware • Fluid Handling • Electronics • Bearings • Motors • Packing/Gaskets 	<ul style="list-style-type: none"> • Recruit Clothing • Organizational Clothing Equipment 	<ul style="list-style-type: none"> • Pharmaceutical • Medical/Surgical Equipment 	<ul style="list-style-type: none"> • Institutional Feeding • Operations Rations • Produce 	<ul style="list-style-type: none"> • Construction • Equipment 	
BSM							FAS



The DLA Enterprise as of June 2006



FY01 Sales/Services:	\$17B
FY02 Sales/Services:	\$21.5B
FY03 Sales/Services:	\$25B
FY04 Sales/Services:	\$28B
FY05 Sales/Services:	\$31.8B
FY06 Projection:	\$35.0B

- **Land/Maritime:** \$3.3B
- **Aviation:** \$3.5B
- **Troop Support:** \$12.9B
- **Energy:** \$11.7B
- **Distribution:** \$2.5B
- **Other:** \$1.0B

- ~95% of Services' repair parts
- 100% of Services' subsistence, fuels, medical, clothing & textile, construction & barrier materiel

Foreign Military Sales

- **Sales:** \$1.18B
- **Shipments:** 535K
- **Supporting 124 Nations**

Scope of Business

- **54,000 Requisitions/Day**
- **8,200 Contracts/Day**
- **#58 Fortune 500 – Above Sprint Nextel**
- **#2 in Top 50 Distribution Warehouses**
- **26 Distribution Depots**
- **5.2 Million Items – eight supply chains**
- **25M Annual Receipts and Issues**
- **1411 Weapon Systems Supported**
- **132.8M Barrels Fuel Sold**
- **\$14.6B Annual Reutilizations/Disposals**

People

- **20,805 Civilians**
- **519 Active Duty Military**
- **754 Reserve Military**
- **Located in 48 States/28 Countries**



Agenda



- DLA Overview
- **DSCC Installation**
- DSCC ICP
 - Organization
 - Our People
 - Mission
- BSM Transformation
- BRAC

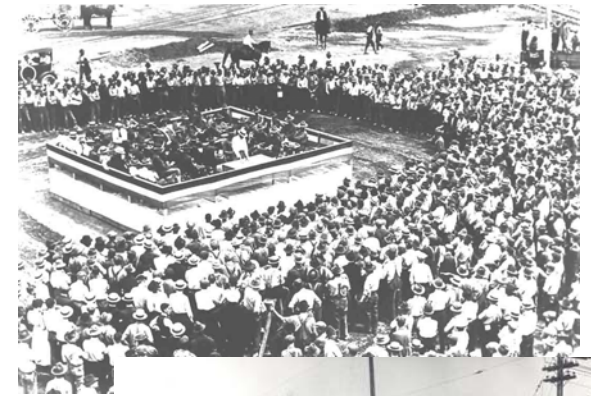




DSCC Installation... The History



- Proximity to major rail line
- Construction began May 1918
- 600 acres during World War II...largest joint military installation...10,000 civilians
- Warehousing downsized in early '90s
- 1990s Base Realignment mission expansion



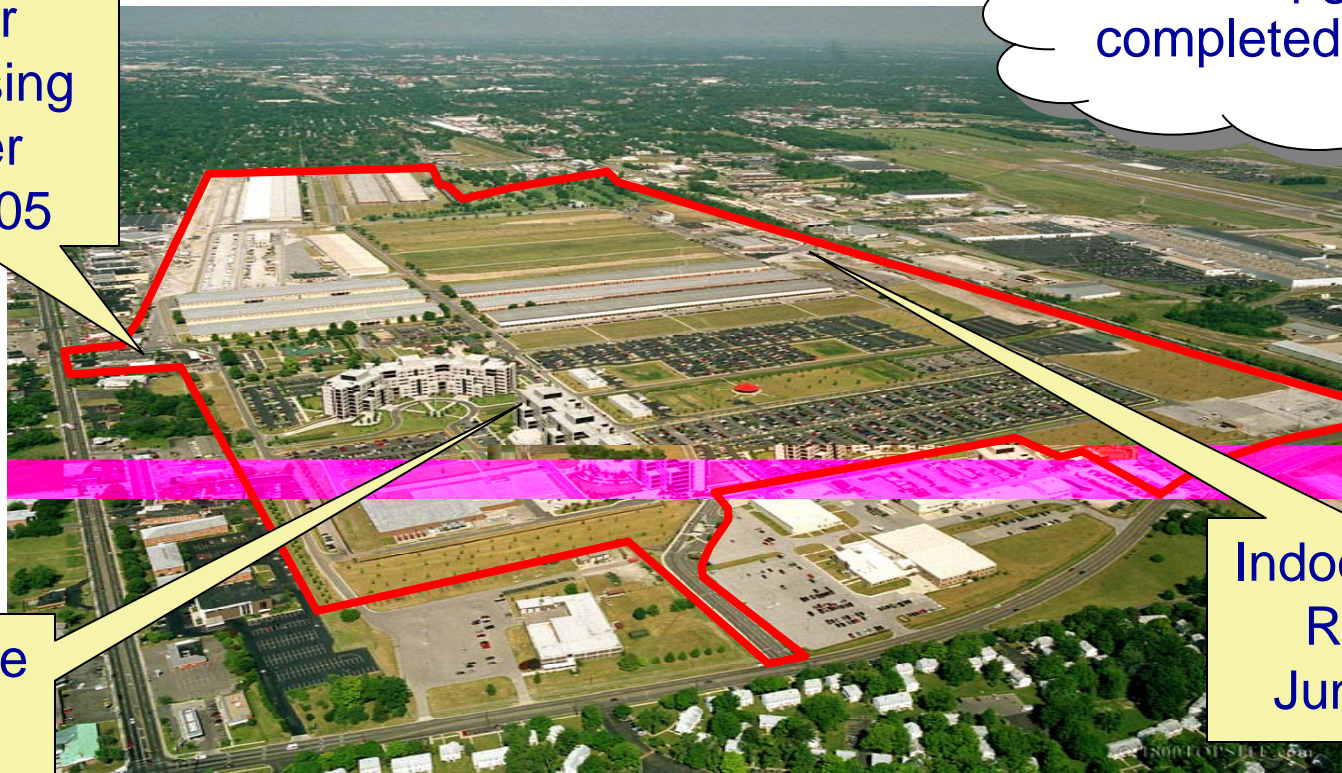


DSCC Installation... Today



Visitor
Processing
Center
Jun 2005

AT/FP upgrades
completed FY05



You are
here

Indoor Firing
Range
Jun 2005

Defense Supply Center Columbus and
25 Tenant Organizations



DSCC Installation... Tomorrow



VA Clinic
Sep 2005-
2007

Armed Forces
Reserve Center
2007 (est)

Community
Center
2009

Ohio Army National
Guard
2005 - 2009

HQ Army
Recruiting
2009



Expanding capabilities for the future



DSCC Installation... Tenants...The Numbers



	DSCC	DFAS	OTHER
Military	75	10	31
Civilian	2521	2051	580
Contractor	253	152	131
Total	2849	2213	742
BRAC	24	628	1325
Total	2873	2841	2067



Includes 800 Army Reserve/Natl Guard

Total installation population growing to 7700+



Agenda

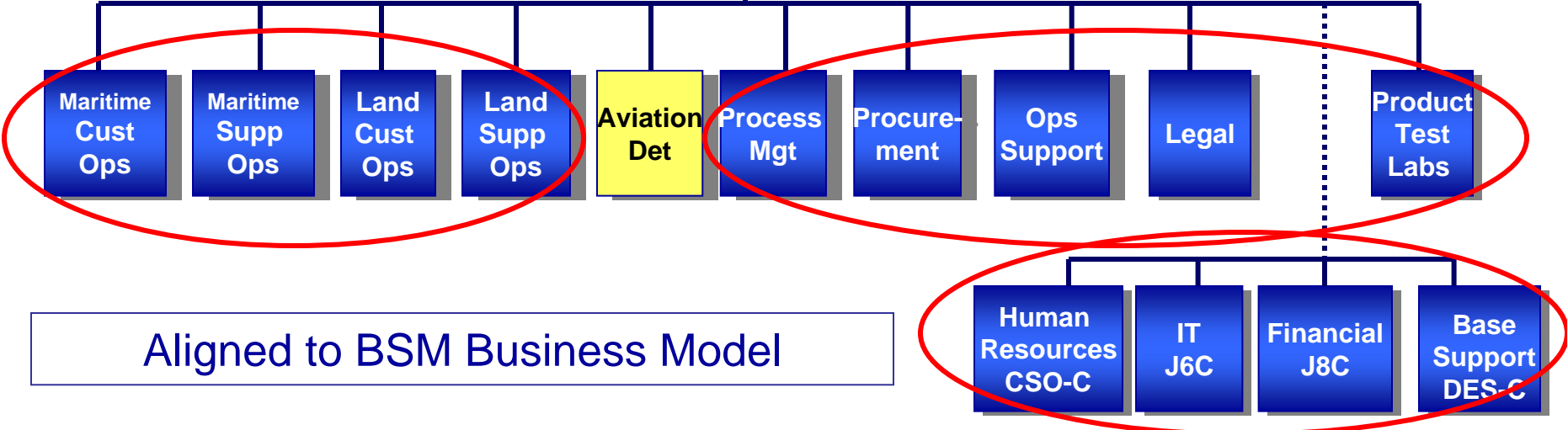
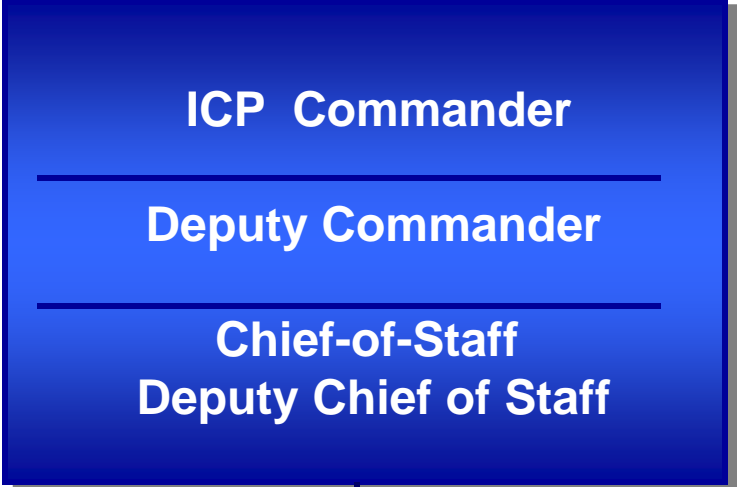


- DLA Overview
- DSCC Installation
- **DSCC ICP**
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DSCC ICP... Organization





DSCC ICP... Business Profile



Sales Trend

- FY02 \$2.3B
- FY05 \$3.1B
- FY06 (proj) \$3.3B

Sales by Supply Chain

- Land \$1.4B
- Maritime \$1.7B
- Aviation \$0.6B*

Foreign Military Sales

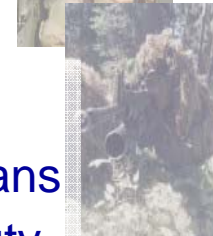
- Sales: \$240M
- Supporting 90 nations

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

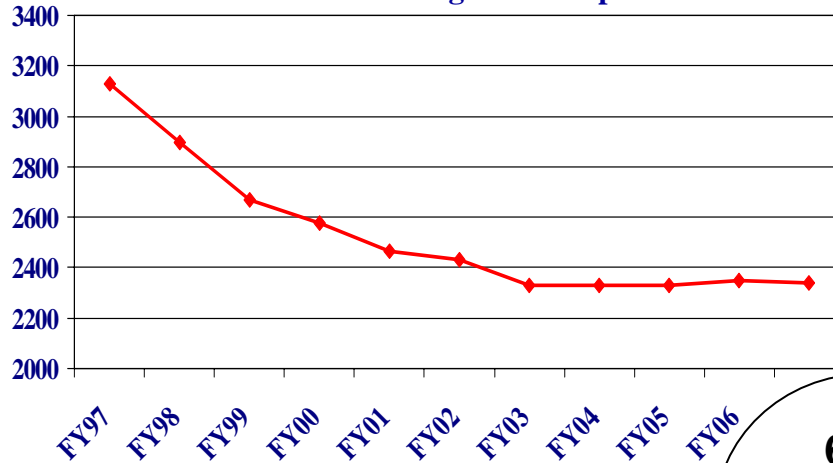




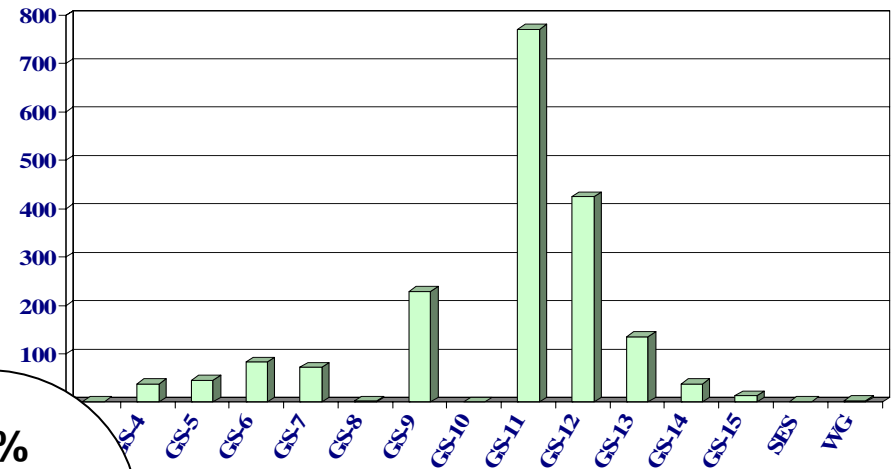
Our People... Profile



DSCC's Staffing Glide Slope



Our Workforce

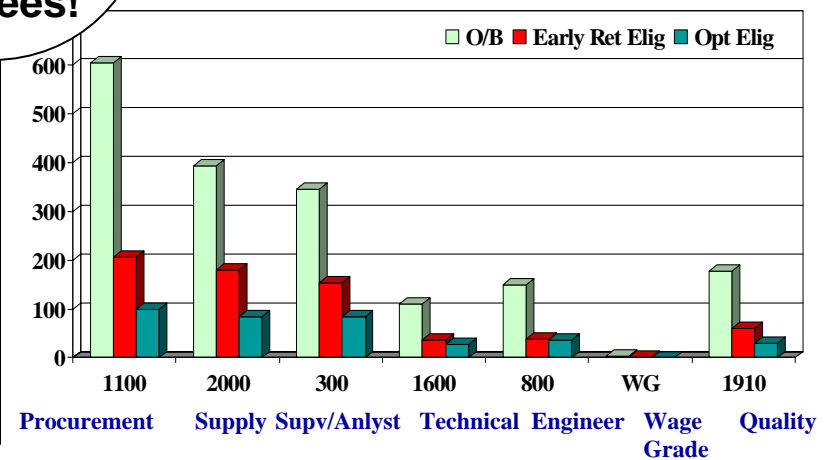


**62%
have
college
degrees!**

DSCC Educational Levels

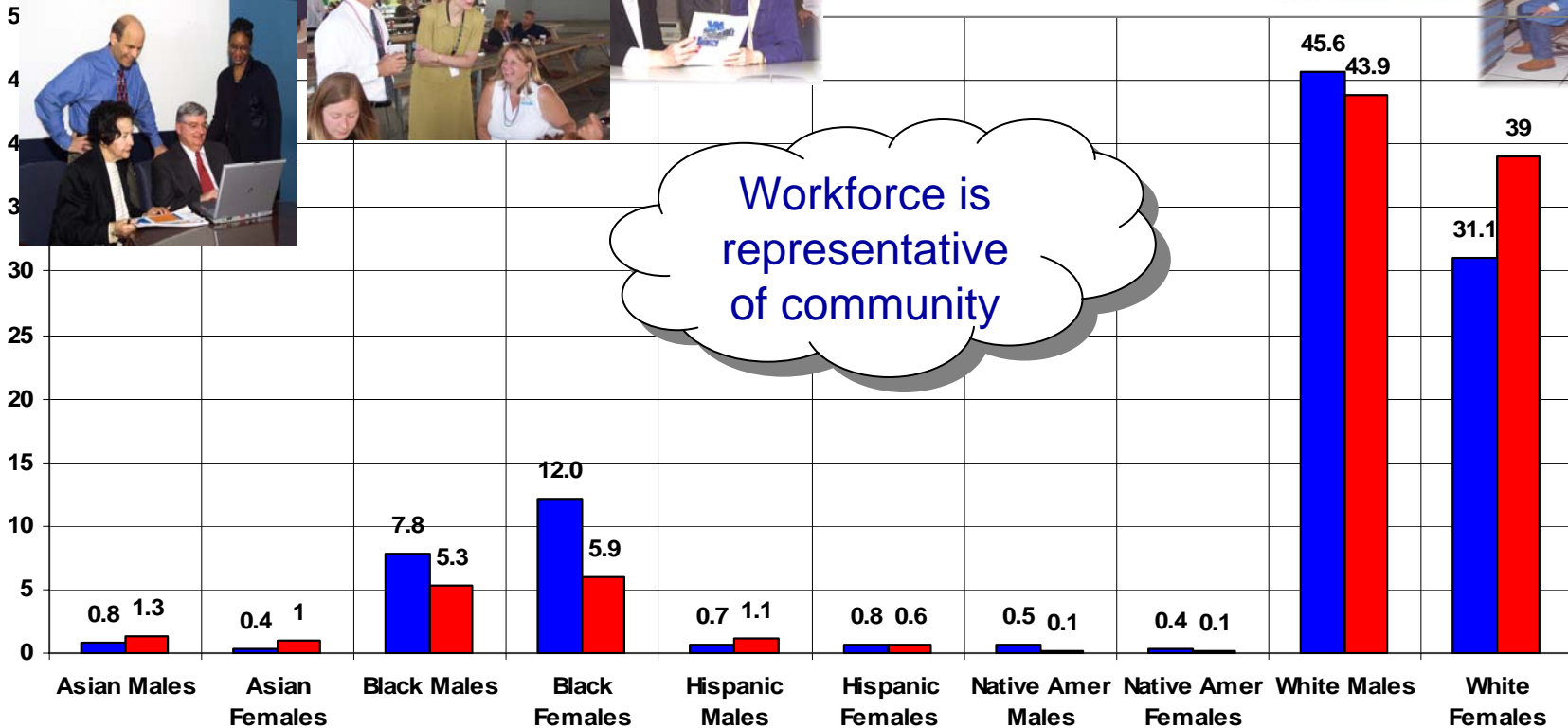
● Less Than High School	16	0.8 %
● High School	689	37.5 %
● Associate Degree	301	16.2 %
● Bachelor's Degree	655	35.3 %
● Master's Degree	189	10 %
● <u>Doctorate</u>	4	.2 %
	1854	100 %

Transitioning Workforce





Our People... Diversity

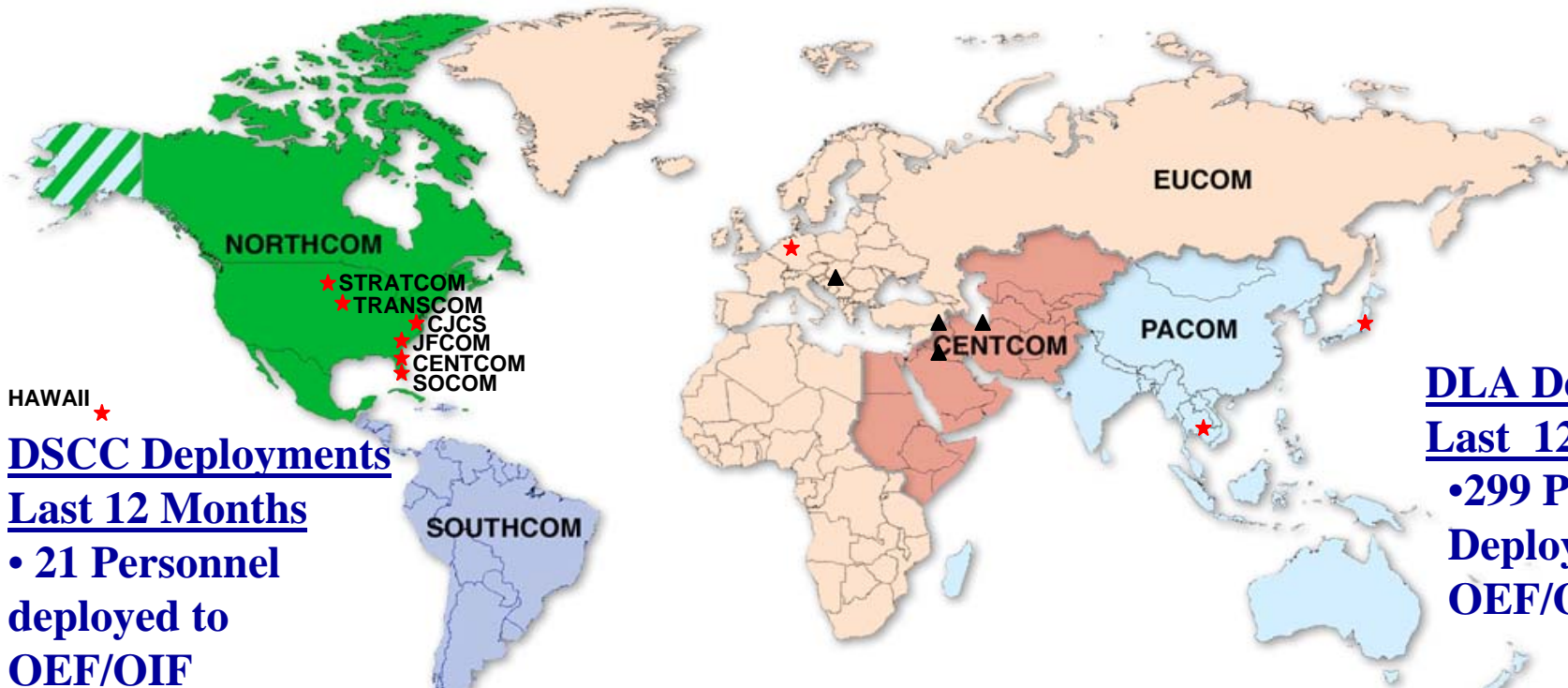


Workforce is representative of community

■ DSCC
■ CLF




Our People... Worldwide Support



HAWAII ★
DSCC Deployments
Last 12 Months
• 21 Personnel
deployed to
OEF/OIF

DLA Deployments
Last 12 Months
• 299 Personnel
Deployed to
OEF/OIF

DLA 	CJCS	NORTHCOM AOR	SOUTHCOM AOR	PACIFIC AOR	EUROPE AOR	CENTCOM AOR	STRATCOM	TRANSCOM	JFCOM	SOCOM
Regional Staff		0	0	21	24	5		15 DDOC		
LNO's ★	1	1	1	3	4	5	1	1	1	1
Planners		1	1	1	1	1	1	1	1	1
DCST ▲		0	0	0	0	158				1
Exercises	3	4	3	26	3	5		2	1	

Legend
 LNO - Liaison Office ★
 DCST - DLA Contingency Support Teams ▲
 DDOC - Deployment and Distribution Operations Center



Our People... Community Support



- FEMA support
- Combined Federal Campaign...\$315,000 ('05)
- Blood drives...1,000 units annually
- Operation Feed...66,000 meals
- 8,000+ computer components to 50+ schools
- Partners-In-Education...50 tutors
- Village-to-Child mentoring...14 mentors



2500+ Doing The Right Thing!



The Mission...

Demand/Supply 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



Demand/Supply Chain... Land



- **Up-Armor HMMWV (UAH)**
 - Army Requirement: 8,289
 - In Iraq: 7,140 (all O/H by July 05)
 - O’Gara-Hess up-armors HMMWVs
- **Add on Armor (AoA)**
 - Army Requirement: 13,872
 - Installed in Iraq: 12,165
- **DLA Spare Parts Support**
 - Suspension Kits, A/C, Armor
 - RECAP / RESET of HMMWV

- **DLA Spare Parts Support**
 - Procure Suspension, Air Conditioning (A/C), and Armor Piece Parts
 - Stock Number creation & investment
- **Requirements (installed to date)**
 - PLS 871 (713), HET 665 (68)
 - FMTV 2,805 (764 AoA, 286 LSAC)
 - HEMTT 1,595 (1,196)
 - M915 Freightliner 1,302 (259)





Demand/Supply Chain... Maritime



**Nimitz Class CVN &
Combat Logistics Forces**

- Aircraft Launch and Recovery Equipment support
- Deployed force sustainment only possible through underway replenishment



AT/FP - Anti Terrorism Force Protection

- USS COLE attack redefines AT/FP for Navy
- Provides vital close-in protection



Arleigh Burke Class DDG

- Provides 24X7 umbrella of radar protection
- Tomahawk missile strikes supporting OIF



Warfighter Support... Aviation Detachment



Support to all services for fixed wing and rotary weapons systems



Support wide range of vehicles through management of power transmission components; gears, pulleys and transmission chains; fittings for ropes, cables



Support to ground troops through management of communication equipment, including night vision equipment



The Mission... Shared Services



- Operational Support Group
 - Specification, qualification and standardization
 - Value management, tech data, and packaging
- Product Test Centers
 - Counterfeit Material/Unauthorized Product Substitution (CM/UPS)
 - Product verification/tech evaluation
- Office of Counsel
 - Procurement integrity
 - Fraud (CM/UPS), contract conflict resolution





The Mission... Process Management



- Corporate Information
 - BSM/CRM/eProcurement
 - Legacy systems support
 - Process management
- Procurement
 - Policy and performance
 - Advisor to supply chains
 - Industrial sourcing and surge support





The Mission...

Operationalized Functions



- DHRC-C
 - All things personnel
- DLA Enterprise Services – Columbus
 - Base contracting, installation management
 - Public safety, MWR, environmental/occupational health
- J6-C
 - Full spectrum of IT support
- J8-C
 - Budgets, POM, execution
 - Supply chain financial management



Outstanding Support...All Areas!



Agenda



- The Installation
- The ICP
 - Organization
 - Our People
 - Mission
- **BSM Transformation**
- BRAC





What is BSM?



Business Systems Modernization is:

- Major transformation effort--massive change for our workforce, creation of an enterprise
- Incorporating best practices via commercial-off-the-shelf (COTS) based tools
- Replacement of our 30 year old materiel management systems ... and our processes embedded in those systems
- The core of DLA's enterprise architecture



Organizational Impact...

Demand/Supply Chain Theory



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

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

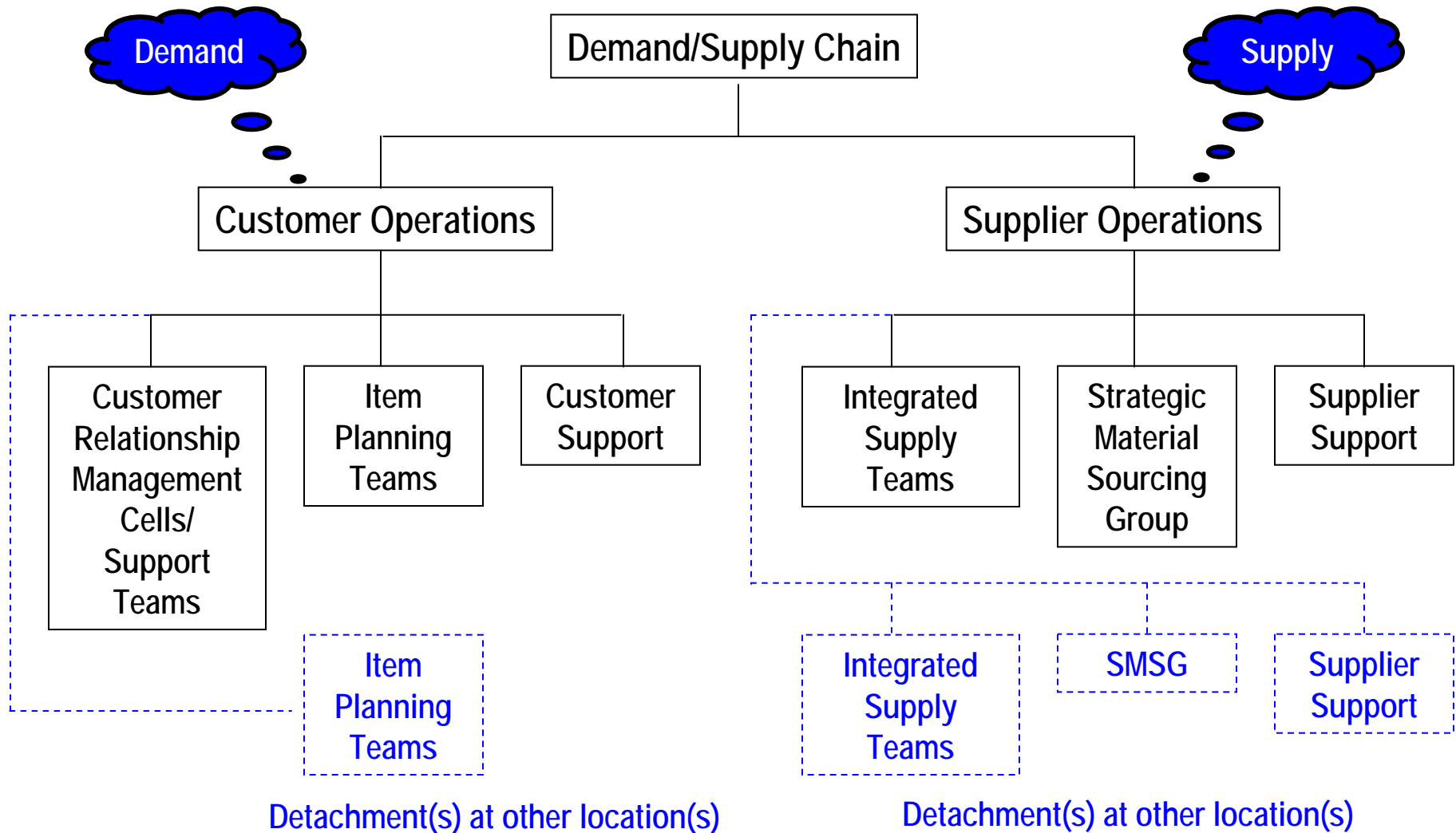
Aviation
Land
Maritime
Construction and
Equipment
(C&E)
Clothing and
Textiles (C&T)
Medical
Subsistence

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

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

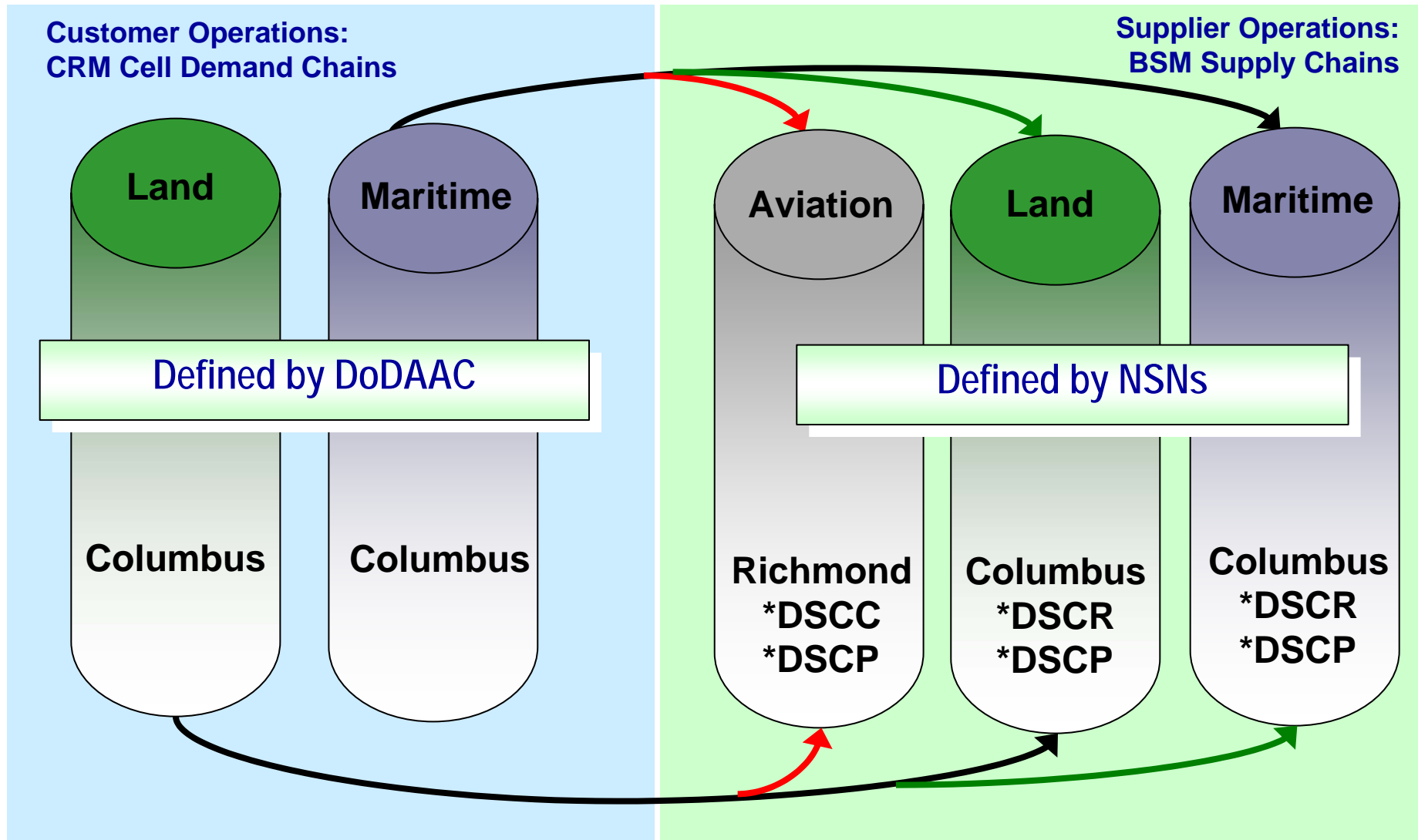


Organizational Impact... The Detail



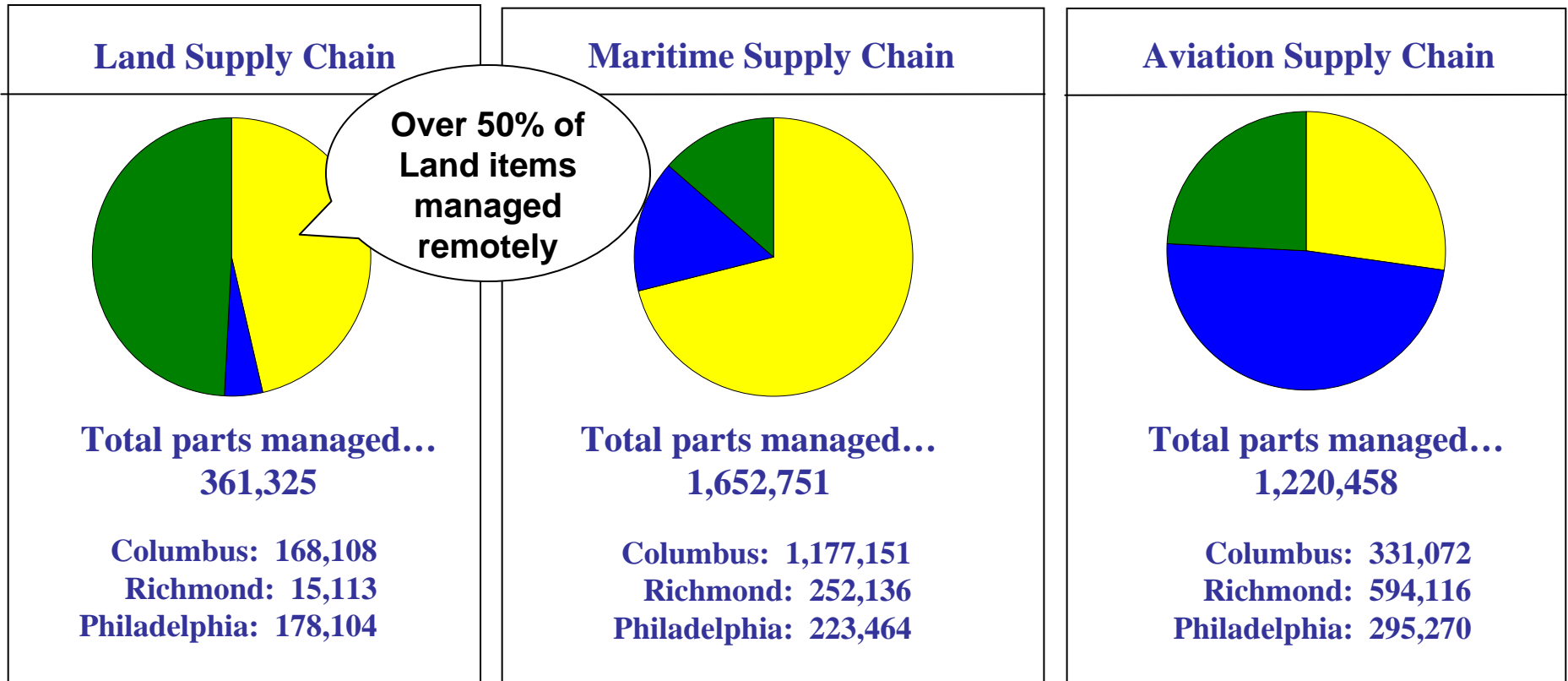


Organizational Impact... Demand/Supply Chain Interface





Organizational Impact... What It Means In Execution

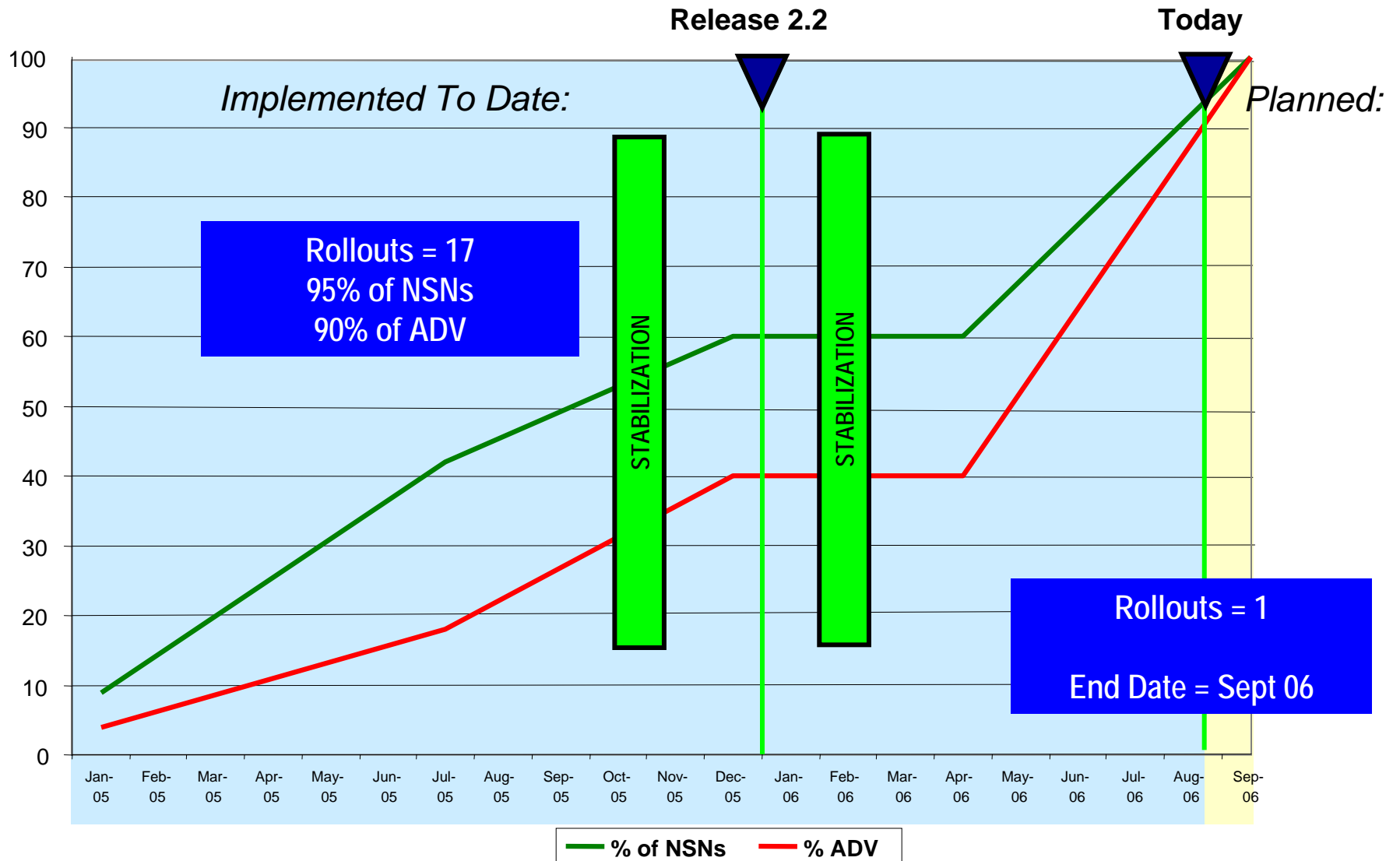


Columbus Site Richmond Site Philadelphia Site

Remote Site Management And Execution Critical To Success

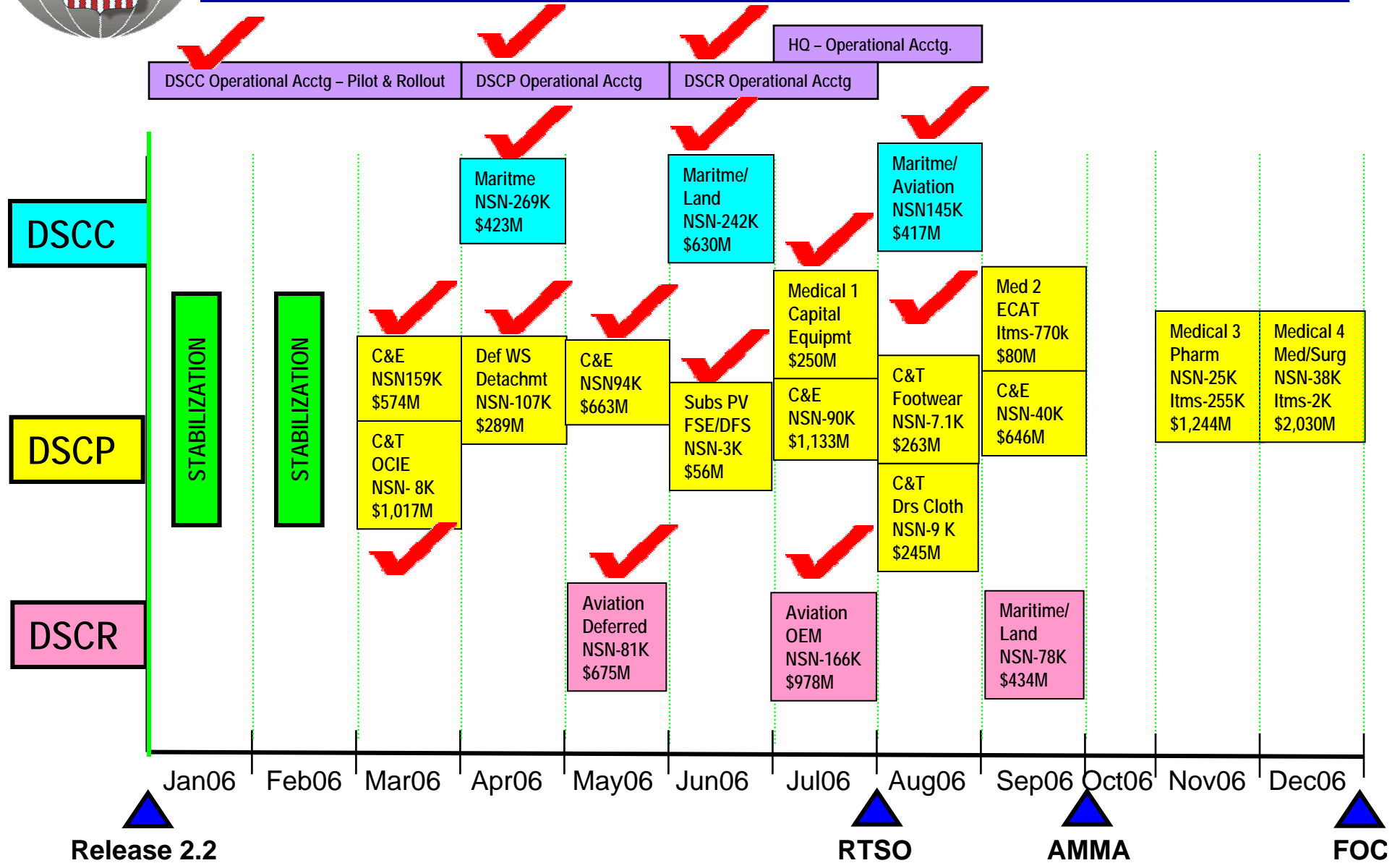


BSM Rollouts Hardware Supply Chains





Rollout Schedule From Jan 06 – Dec 06





Agenda



- DLA Overview
- DSCC Installation
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- BSM Transformation
- **BRAC**





DSCC BRAC Related Efforts



Privatization - Tires

- Visited AF, Army and Navy Sites
- Industry Day – 9 Mar

...\$233M contract

DLR Procurement Management

- Cross Service Group – Steve Rodocker
- Developing CONOPS

...DSCC leading DLA effort

Supply & Storage

- 50% reduction in capacity
- Our bogey...3.8 million cu. ft. ...8K, \$40M, 132K cu ft, so far

Consumable Item Transfer

- Cross Service Group identifying items
- Much smaller than expected

...from 350K to < 5K



Agenda



- DLA Overview
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Summary



- Performance
 - Installation...meeting DoD needs and growing to meet the future
 - Demand/Supply Chains...delivering on mission...organized for success
- Customer Engagement
 - Connected to warfighters; engaged at weapon systems and DODAAC levels



**Deputy Commandant for
Installations & Logistics
brief to
Maritime & Land Supply Chain
Conference**

LtGen R. S. Kramlich

Deputy Commandant, Installations and
Logistics

30 Aug 2006

*"If you don't like change,
you're going to like
irrelevance even less..."*

**GEN Eric Shinseki (USA),
Army Chief of Staff**

The Environment – Our Mandate

“Just as U.S. forces are becoming more agile and capable of rapid action and are exploiting information advantages to increase operational effectiveness, . . . processes that support them need to develop similar attributes.”

-Quadrennial Defense
Review, 2006

Quadrennial Defense Review Report



February 6, 2006

Agenda

**Logistics
Modernization**

- USMC Logistics Modernization
- Logistics Chain in Theater
- Emerging Capabilities



USMC Logistics Modernization Focus on the Deployed MAGTF

- **Enhanced Battlefield Capabilities**
 - **Tactical Focus; Deployment and Employment**
 - **Deployed vs Garrison-focused Organization**
 - **Comprehensive Doctrine/Policy Review and Rework**
- **Future Warfighting Capabilities (EMW/STOM/Seabasing/DO)**
- **Naval/Marine Air-Ground Task Force (MAGTF)/Joint Logistics Integration**



In order to...

- **Improve support to the MAGTF in the maneuver**
- **Garrison configuration the same as deployed and...**

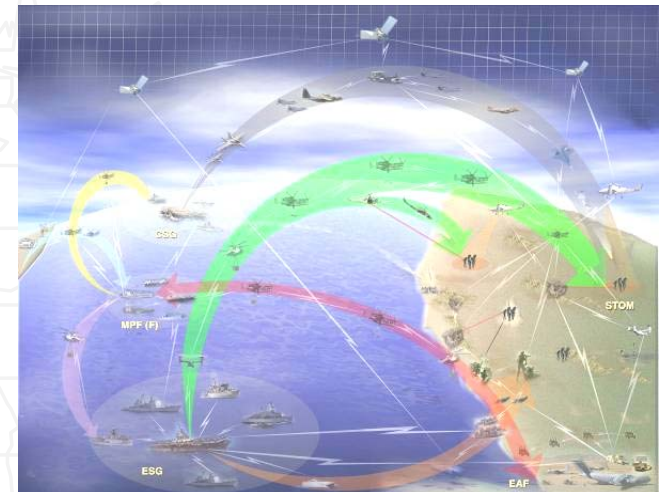
IN THE FIGHT!

USMC Logistics Modernization Initiatives

- **People/Organization**
 - Marine Logistics Group
 - Training and Education
- **Process Realignment**
 - Maintenance
 - Supply
 - Distribution
- **Technology**
 - Bridge Systems
 - GCSS-MC
 - Autonomic Logistics
- **MAGTF/Naval/Joint Log Integration**
- **Army Partnership**

People Processes

Technology



The Operational Environment

- **Widely dispersed operations** – *Demands a globally-distributed concept of support*
- **Increased contractor support** – *>180 contractors with an Marine Logistics Group; multiple supply chains; complicated tactically*
- **A new enemy** – *Knows that our logistics capability gives us staying power*
- **Joint, inter/intra-agency & multinational** – *Scope & complexity has expanded dramatically*
- **Unsecured LOCs** – *Entire logistics pipeline is a target*
- **Resource Pressure** – *We must become more efficient*

Logistics Chain in Theater

Logistics Modernization

- Robust SMU/Intermediate Supply Point reqmt in Theater
- Establishment of CDDOC at the Operational Level
 - Similar construct as DDOC at Strategic Level
- DPO, DLA, CENTCOM and the Warfighter
 - Capacity Management/ITV tools used to improve distribution pipeline
 - Management of Channel Flights = responsive sustainment support
 - Goal: Reduce USMC inventory by 50%
 - USMC Intermediate Supply Point in Iraq = 6th largest DLA customer
 - Open distribution pipeline from Jordan for
 - Perishable Food, Water, Fuel, Commercially Procured Items

DPO Concept/CDDOC = force multiplier

CONUS

SPOE
APOE
DLA

Problem: The flow of sustainment from CONUS DLA drives large stock levels to support forward deployed units. Inter-theater transportation costs are also significantly higher.

Al Asad

Ramadi

Fallujah

DS CLB

GS CLR

DS CLB

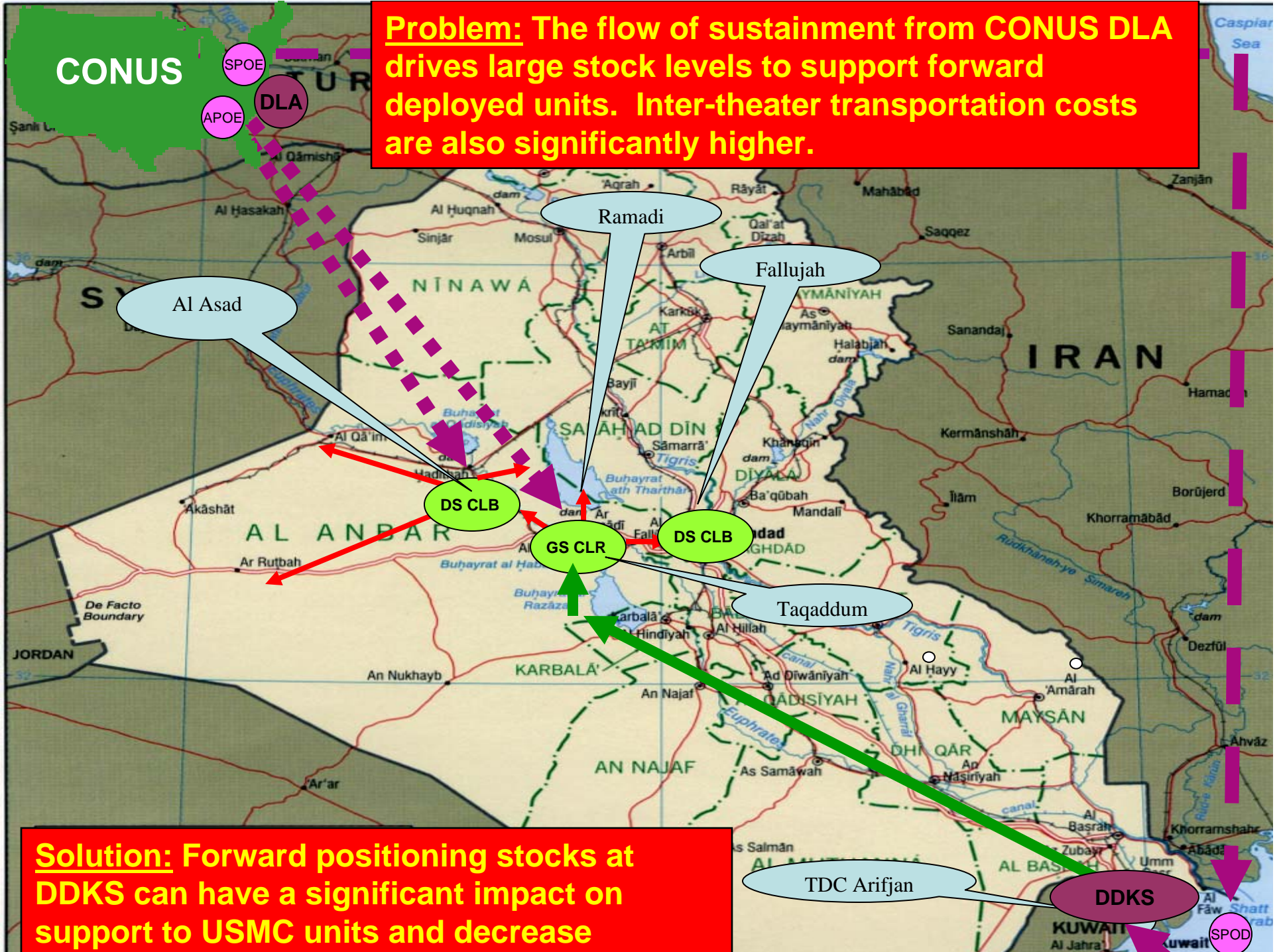
Taqaddum

TDC Arifjan

DDKS

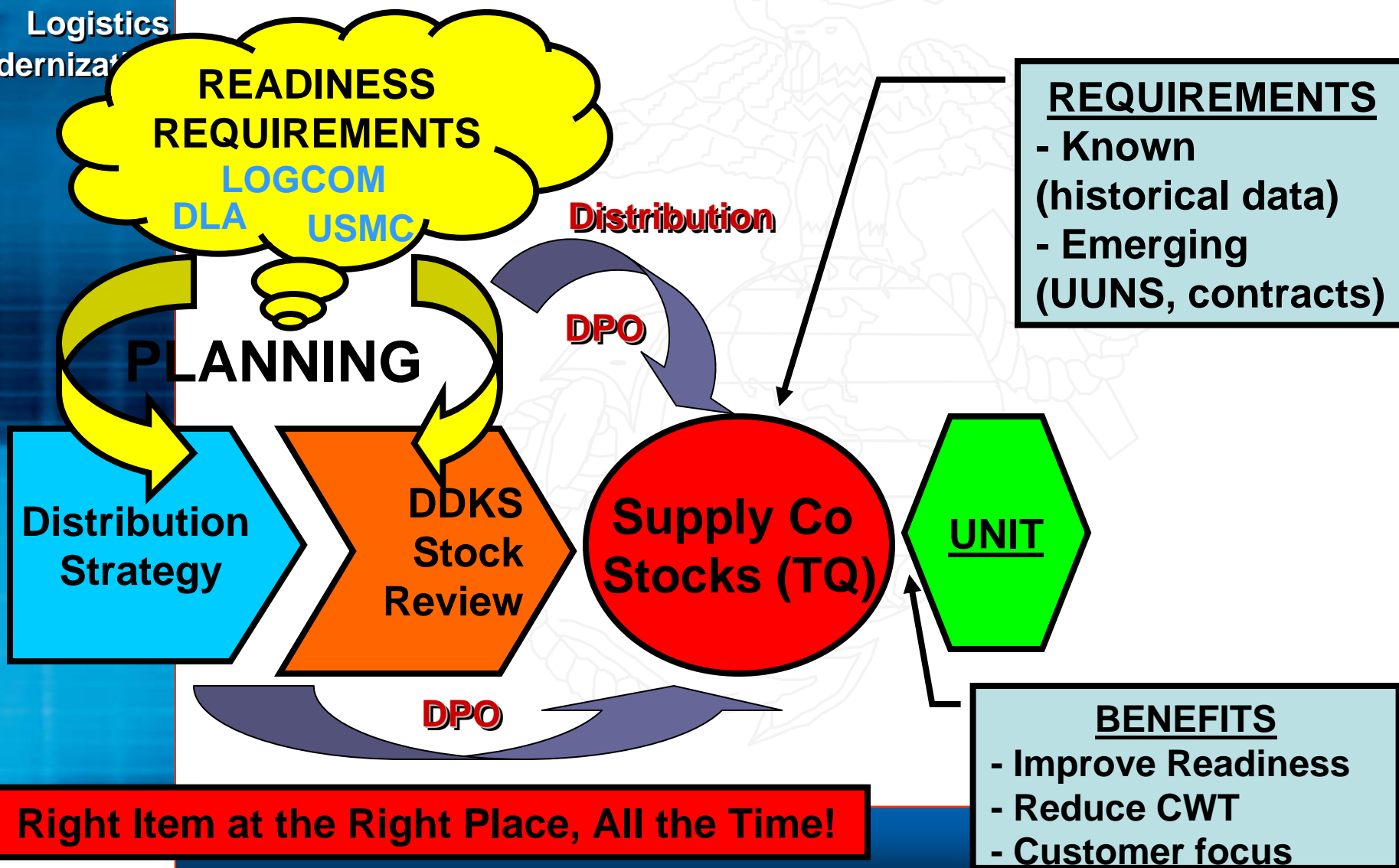
SPOD

Solution: Forward positioning stocks at DDKS can have a significant impact on support to USMC units and decrease



Stocking Methodology

Logistics
Modernization



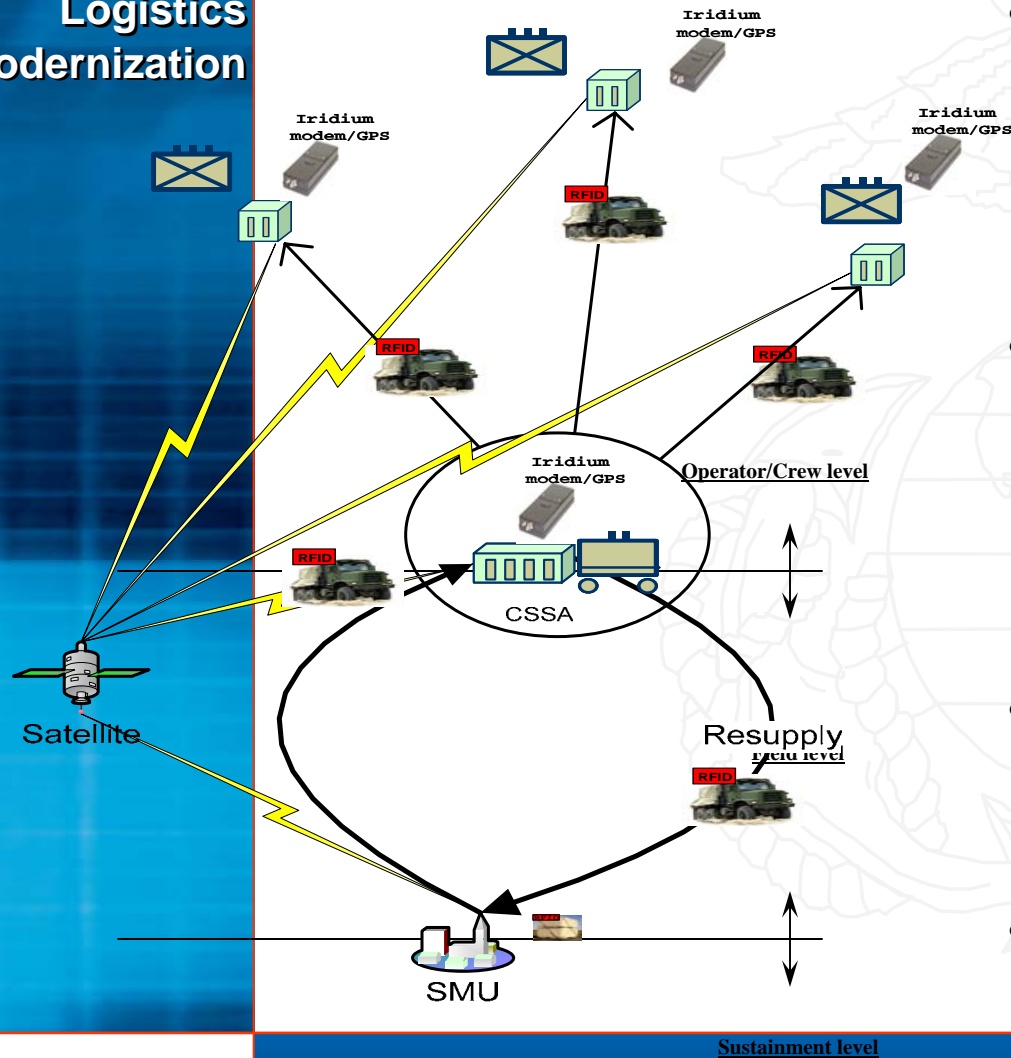
Emerging Capabilities: RFID

- Active RFID tags used on all overseas shipments
 - Read/write capability augmented by Portable Kits (PDKs/EEDSKs) ... and Army interrogators
 - Unprecedented intransit visibility
- W2W - RFID tag associated with tracking terminal – provides last tactical mile asset visibility/accountability
- Passive RFID pilot underway
- Active and Passive RFID integration next step



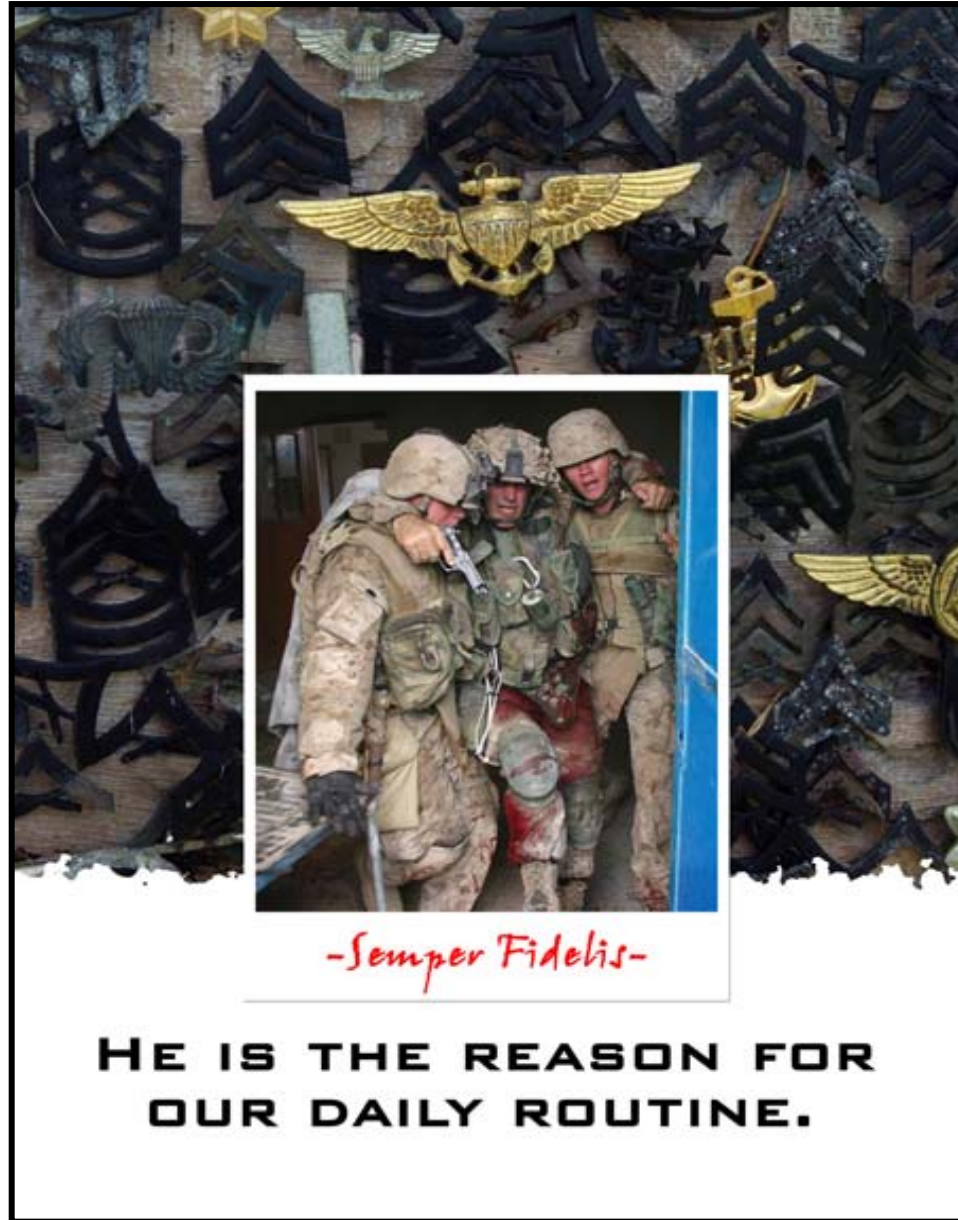
Emerging Capabilities: Virtual Kitting

Logistics Modernization



- **Providing Capabilities vs. Parts**
- **Every “Virtual Kit” is a maintenance capability**
 - Utilizing existing RFID technology to track and push capabilities
 - Capabilities pushed to Expeditionary Capability Sets based on automated resupply transactions
- **Capabilities positioned based on ROM**
 - Increases operational availability through distribution while improving ground maintenance support capabilities.
 - Contact teams deploy with capabilities tailored to meet expected maintenance problems
- **Responsive and visible**
 - Commander’s requirement filled forward
 - Maintenance capability visible within and across Expeditionary Capability Sets.
- **Focuses supply in support of the warfighter’s maintenance effort**

Logistics
Modernization



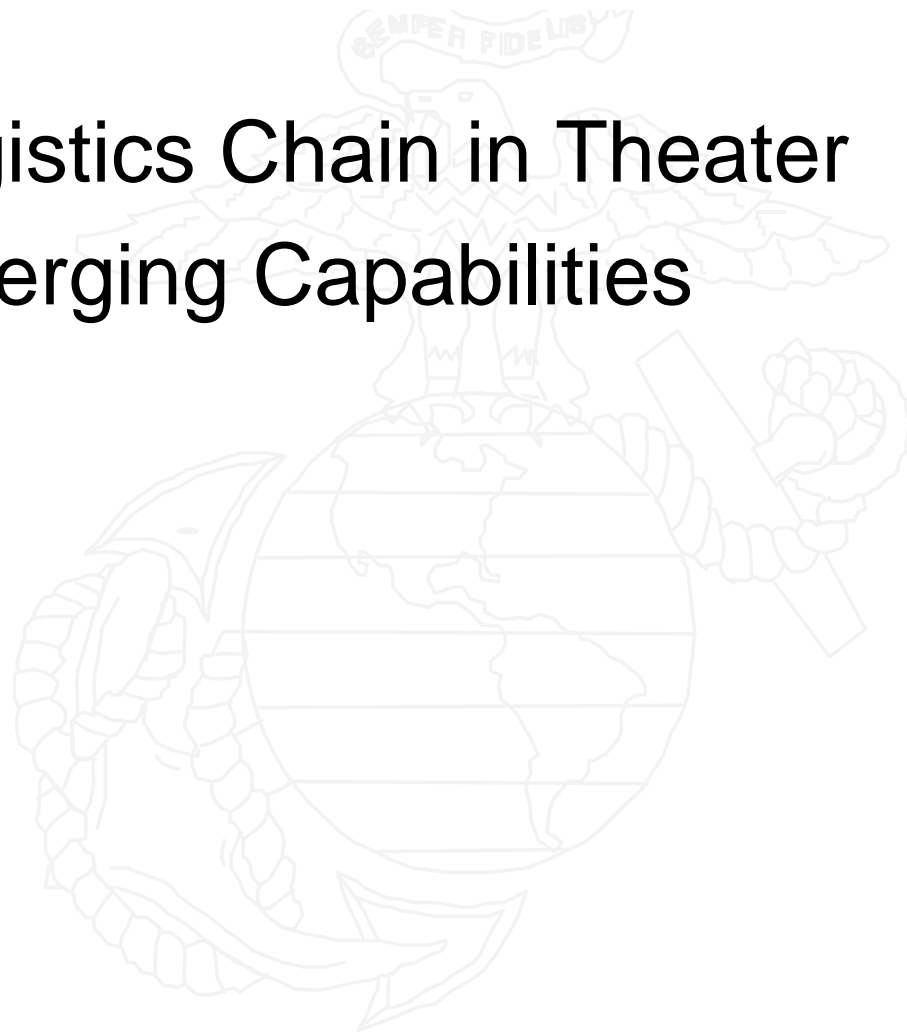
-Semper Fidelis-

**HE IS THE REASON FOR
OUR DAILY ROUTINE.**

excellence in logistics...supporting excellence in warfighting

Backup Slides

- Logistics Chain in Theater
- Emerging Capabilities



Today's Distribution Process

- No process owner: multiple “belly-buttons” within the MEF
- Cumbersome/outdated/functional and process stove pipes, policies and enablers
 - **JOPES/MILSTRIP/MILSTAMP /Commercial**
- Different processes, people and systems for garrison and theater distribution (SE and CSSE)
- Focus on garrison processes and efficiencies
- Associated functions (PE&B, DSU, PP&P, S&R, TMO) are currently vested in different command structures
- Gaps in IT and processes
- No consistency in processes between the MEFs
- Numerous Supply Chains depending on how the requestor orders the product
- Distribution Planning Deficiencies



RFID – Pilots/Implementation

Logistics Modernization

- Passive RFID Pilot Program at Camp Lejeune
 - Utilize Passive RFID tagged shipments from DLA
 - Focus on distribution point for inbound shipments (TMO)
 - Middleware will feed Passive RFID data to existing system
 - Feed to supply/warehousing system planned
- Active/Passive RFID Integration at I MEF
 - Integrated Supply Inventory System (ISIS) will scan Passive RFID tag data to an Active RFID tag
 - Establishes parent/child relationship
 - As case/pallets are pulled from container, Passive RFID tags are read and the active tag inventory is updated
 - Satellite link provides global data communication
 - Provides accurate, near real-time tracking of assets



Expeditionary Warehouse Management System

ISIS

ITV NETWORK

Shared Data Warehouse

Ethernet Connectivity
 USB Flash File Transfers
 SALTS
 EMAIL

Provide Data Transmission
 Provide Global Position Data
 Iridium & Cellular, Communications

Current Inventory Levels
 LUBF DATASETS

Read / Write Active Tags , provides in transit inventory visibility
 300 ft read / write range ; identify container contents, search by NSN



Read Passive / Active RFID Tags and Barcodes.
 Inventory Management of Receipts, Issues, Inventory Level & Transaction History
 Import and Search
Virtual Kit Management



Powered via HUMVEE, Solar, Direct Power or Batteries



USMC Logistics Challenges

Operational...

- Readiness: Equipment, Personnel, Supply, Training
- Battlefield Stress on Equipment
 - Repair
 - Replace
 - Remain Behind
- Resetting the Force
- Equipment Cross-leveling for training and contingencies

Transformation...

- Battlefield requirements
- Change Management
- Communications





Land Supply Chain Breakout Session

August 28-30, 2006



Agenda



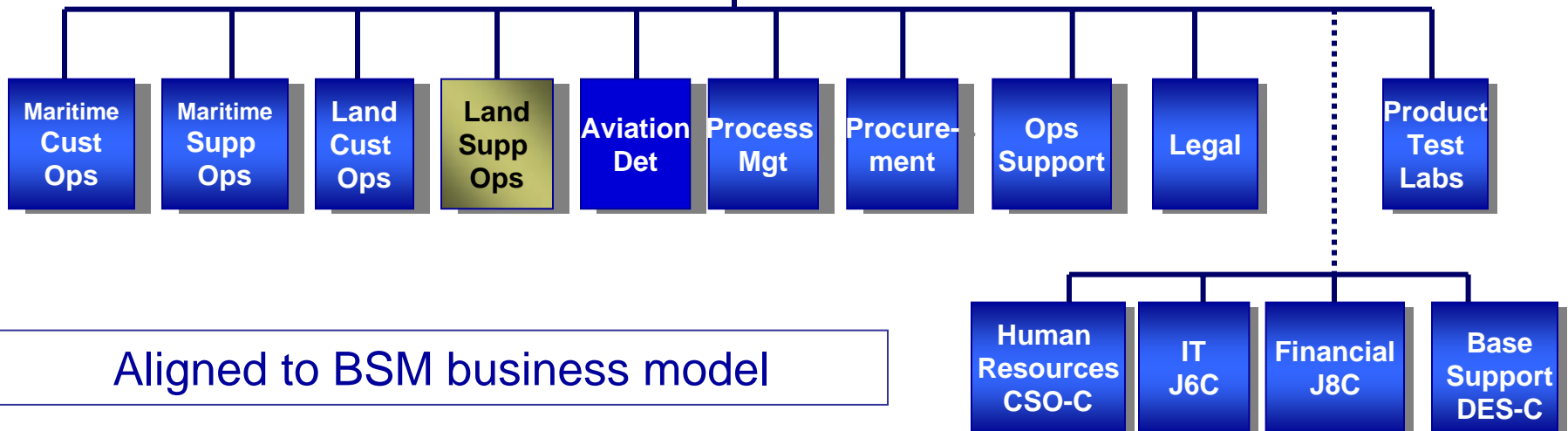
- Welcome
- Organizational Alignment
- One DLA/BSM
- Business Profiles
- SMSG
- Contract Administration
- Summary
- Open Dialogue

A photograph of a military Humvee in a field. A soldier is visible on the roof of the vehicle, and another soldier is kneeling in the foreground. The scene is set in a grassy field under a clear sky. A semi-transparent green box with a grid pattern is overlaid on the center of the image, containing the text.

Focus On the Warfighter Organizational Alignment



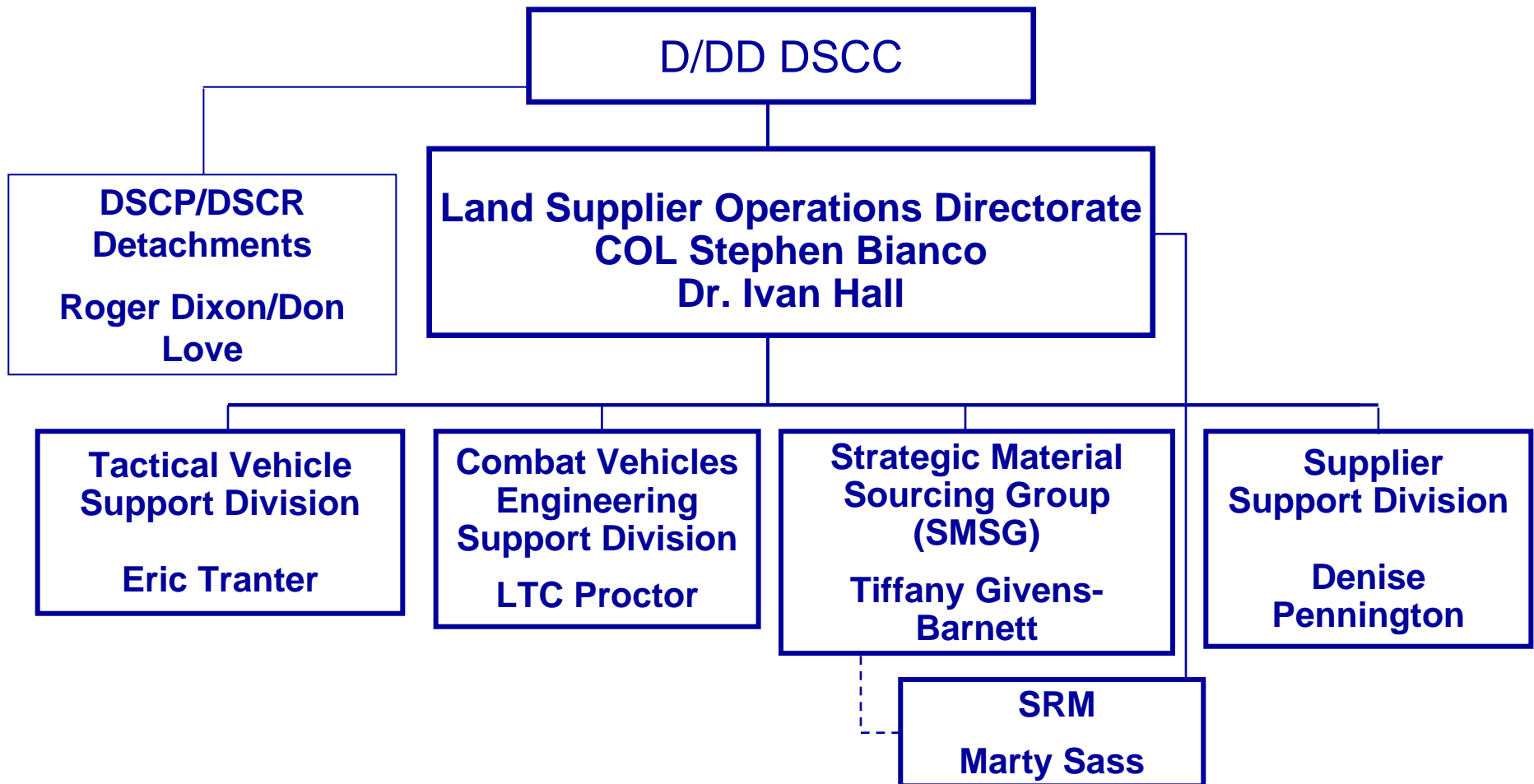
The ICP... Organization



Aligned to BSM business model



Organizational Alignment



A photograph of a military tank, likely an M1 Abrams, with several soldiers on top. The tank is positioned in a desert-like environment. The image is overlaid with a semi-transparent green grid pattern. The text "Focus On the Warfighter" and "One DLA/BSM" is centered over the grid.

Focus On the Warfighter
One DLA/BSM



Transformation & Expansion Business Systems Modernization



The Vision

Enhance DLA and supplier interaction based on the specific needs of a relationship in order to allocate time and resource more efficiently to best support the warfighter.

A photograph of a soldier in a military Humvee, positioned in a trench. The soldier is wearing a helmet and holding a rifle. The vehicle is dark-colored and has a mounted machine gun. The background is a bright, hazy sky. The text is overlaid on a semi-transparent green rectangular area.

Focus On the Warfighter Business Profiles



The Nine Indicators Impacting Your Business



Order Fulfillment (Delivery)

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

Planning

- Attainment to plan

Financial

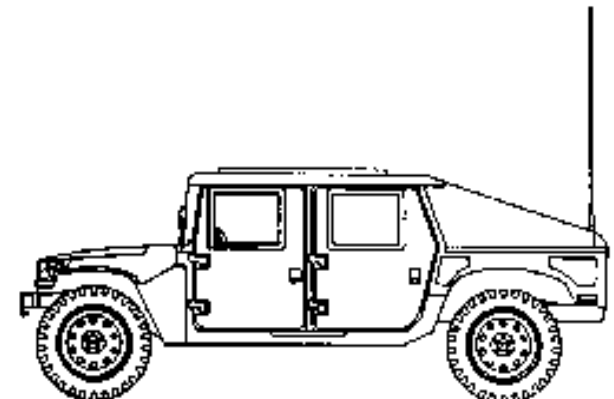
- Aged accounts payable

Tech Quality (PQDRs)

- Order quality

Procurement

- Administrative lead time
- Production lead time



These KPIs measure how we do business with you



Land Supply Chain



Land

- Wheeled Vehicles 
- Tracked Vehicles 
- Batteries 
- Nuts & Washers 
- Converters 

- 360K NSNs, 3 sites, \$1.4B in sales
- Army/Marines ...85% of demand
- 3,200 + suppliers
- 400K contract actions
- 450 employees
- 21 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	

PHIL FSCs
5340
5341
5360

RICH FSCs
5110
5120
5180
6117
6135
6140

*Tires and tire-related support

A soldier in camouflage gear is shown in profile, looking through the sight of a rifle. The background is a vast, hazy desert landscape under a bright sky. The soldier's helmet has a night vision device mounted on it. The rifle is a modern assault rifle, and the soldier is holding it with both hands. The overall scene is in a desert environment, likely during a military operation or training exercise.

Focus On the Warfighter Sourcing Challenges



Small Arms Challenges



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



**Focus On the Warfighter
Strategic Material
Sourcing Group (SMSG)**



Business Drivers on LTC



Coverage	FY04	FY05	FY06 Goal
NSNs	47%	57%	73%
ADV	67%	71%	78%
ADF	62%	69%	79%

Goal for FY06 - 2,874 NSNs

Result: \$8 out of every \$10 awarded in Land supply chain against long-term contracts.



FY07 SMSG Strategy




Objective:

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

Target population:

- FSC 5340 – hardware
- FSC 1005 – small arms
- Weapon systems
- Generator kits
- Tires (ancillary support)



**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

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
- Amtech Corporation
- 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 D/B/A Procurenent, Inc.
- Stewart & Stevenson Tactical V
- BAE Systems Land and Armament
- Watec, Inc.
- West Side Tractor SLS Co. Del
- Wheeler Bros., Inc.
- FN Manufacturing



SRM Strategy



Actions

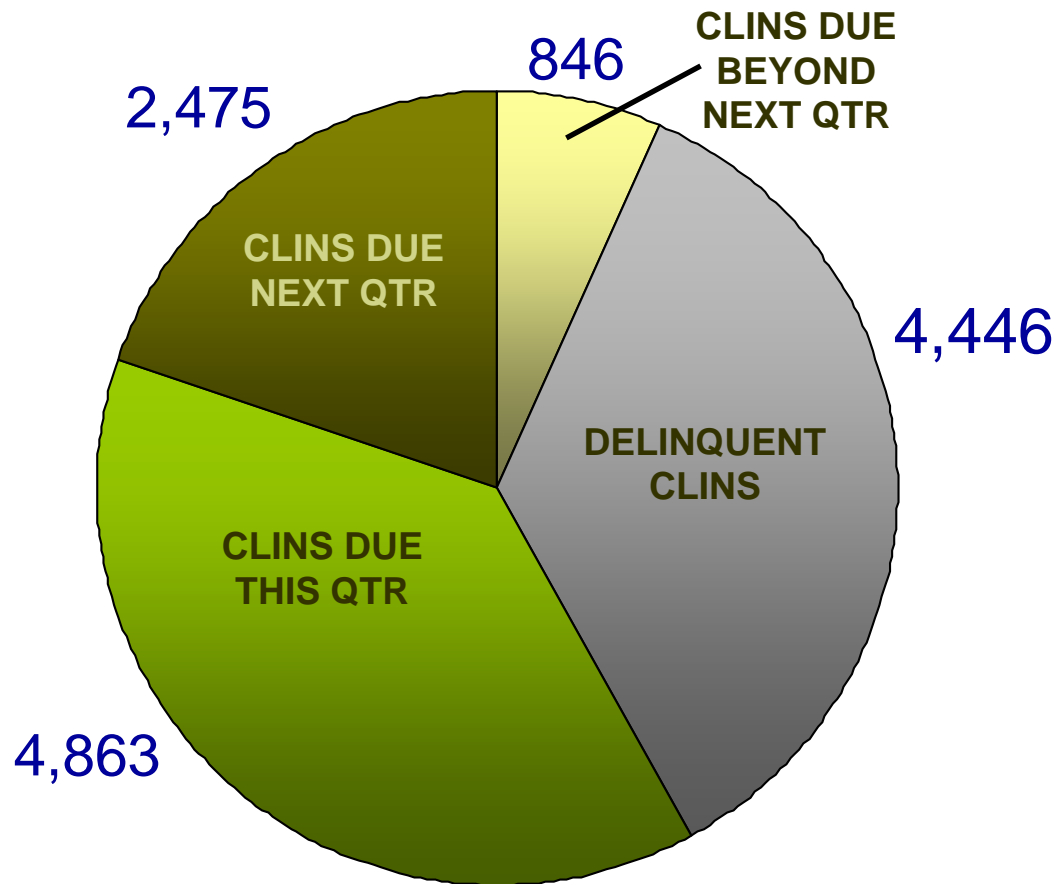
- Ongoing Line of Balance with SRM vendors via monthly open order report, regular communication with SRM personnel
- Priority identification is for high priority requirements, highest backordered items (top 200)
- Issued to vendor beginning of each month, status requested by mid-month
- Report posted for easy access to status by WSSMS, CAS, SP, buyers
- Routine sharing of 8 qtr demand history to aid in forecasting and backorder prevention

A soldier in full combat gear, including a helmet and goggles, is operating a mounted machine gun on a vehicle. The soldier is looking through the sights of the weapon. The machine gun is mounted on a tripod and is pointed towards the right. The background is a clear blue sky. The text "Focus On the Warfighter Contract Administration" is overlaid on the image in a blue, sans-serif font.

Focus On the Warfighter Contract Administration



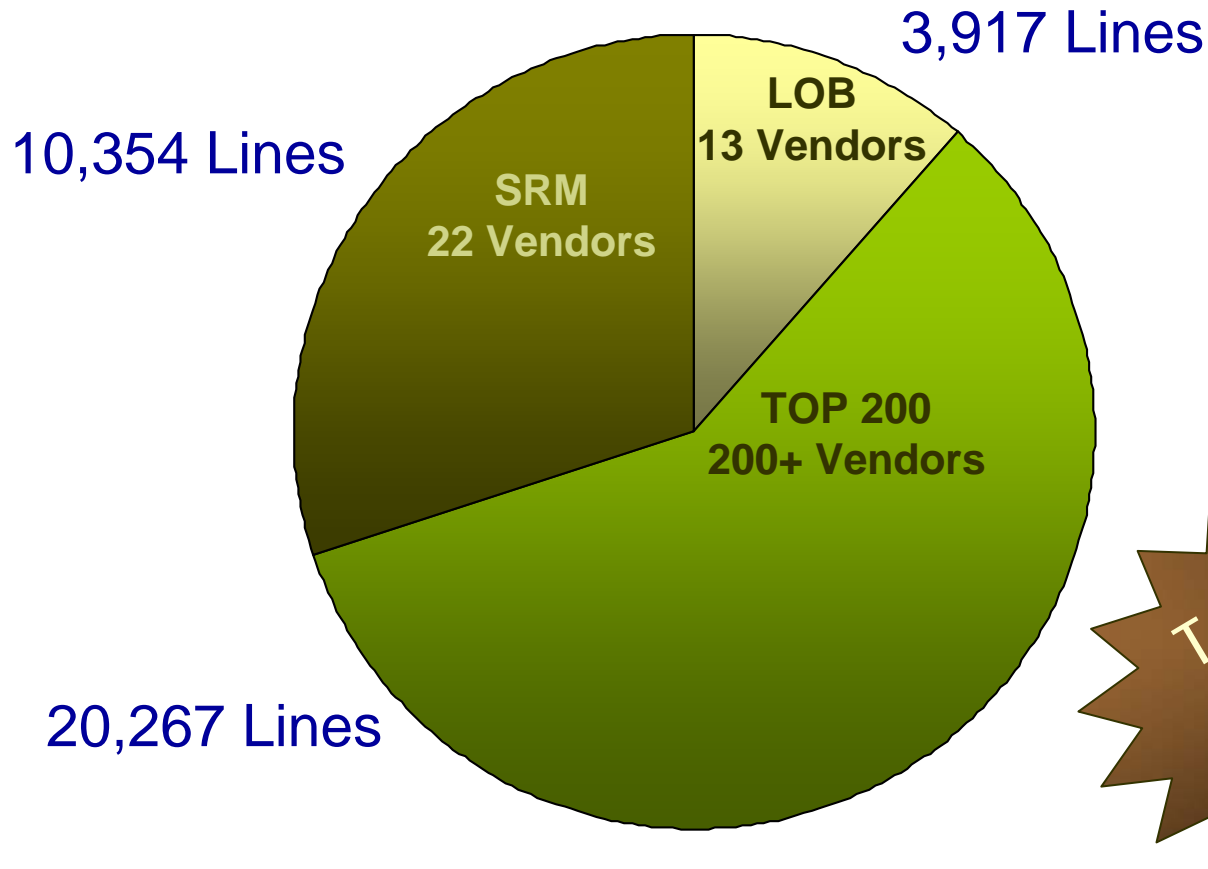
Total Backorders July Post Award Profile



Resolve delinquencies & focus on delivery assurance



Land Backorder Reduction Post-Award Plan



3Q baseline data as of May 2006



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

Multi-pronged approach

- Highest backorder NSN focus
- SRM backorder strategy
- Line of balance



Land BO Post Award Reduction Plan



Action plan:

- No cost expedites
- Premium pay as warranted
- Partial deliveries encouraged
- Expedite critical items as consideration for other extensions
- Use DCMA for monitoring/status
- Monthly status requests to vendors with Top 200 orders
- No cancellations/delivery extensions without IST concurrence
- Recommendations for LOB consideration
- Improvements to due-in posture
- Recognition to vendors & associates who achieve significant backorder reductions



**Focus On the Warfighter
FASI Global**



FASI



- Regional contract- 1358 NSNs
- Supports land-based fleets in south, southwest and southeast (10K DoDAACs, 500+ sources)
- Supported hurricanes Katrina and Rita
- Small business...83%!

Stats...	Sales	Orders
FY05	\$51.7M	154.1K
FY06	\$17.6M	52.2K (thru Apr 06)



FASI Operational Synopsis Peacetime



- Validated seamless interface to service 10,000 DoDAACs and over 500 approved sources
- Supported U.S. Army training operations under the Spring 2001 Division Capstone Exercise (DCX) at the National Training Center (NTC)
- Sustainment support for: OEF, OIF, GWOT



Acquisition Strategy



- Estimated contract value per year – \$354M (two year base)
- Contract term – ten years (four, two-year options)
- NSN population – 1980
- Target award date – May 2007



Maximizing SB Participation



- Industry Day/Pre-Solicitation Conference held
- Market Survey- 11 market surveys completed
- Negotiate an aggressive subcontracting plan
- Subcontracting Plan Oversight Team



Small Business Opportunities Under FASI Global



FASI Global subcontracting plan goals will be tied to DSCC goals

<u>DSCC GOALS</u>	FY05 GOALS	FY05 ACTUALS	FY06 GOALS	Current FASI
SMALL BUSINESS	58.2%	61.4%	60.0%	68.9%
HUBZone	3.0%	3.9%	2.5%*	4.5%
SMALL DISADVANTAGED	3.7%	3.9%	4.1%	4.2%
WOMAN OWNED	5.9%	9.8%	6.9%	9.6%
SERVICE DISABLED	3.0%	.40%	.80%*	.94%
8(a) (SDB Subset)	.50%	.64%	.72%	.74%

*Agency assigned goal



FASI Global Website



- Draft solicitation period
 - Sept. 5 to Sept. 19, 2006

- Award
 - May 31, 2007

- Information related to FASI Global

<http://www.dsccl.dla.mil/offices/land/FASlglobal.html>



Current/Future Initiatives



- HMMWV Recap
- Tire-related support
- Small arms support
- SMSG FY '07 focus areas
- Kitting

Booth #707



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

A photograph of two soldiers in camouflage uniforms and helmets standing on a rooftop. They are holding rifles. The background shows a cityscape with buildings and a clear sky. A semi-transparent yellow box with a grid pattern is overlaid on the center of the image, containing the text "Open Dialogue".

Open Dialogue



Welcome



Defense Supply Center Columbus
Land & Maritime Supply Chains
Business Conference and Exhibition
"Land & Maritime Supply Chains...Today and Tomorrow"



Thank You



Hyatt Regency Columbus

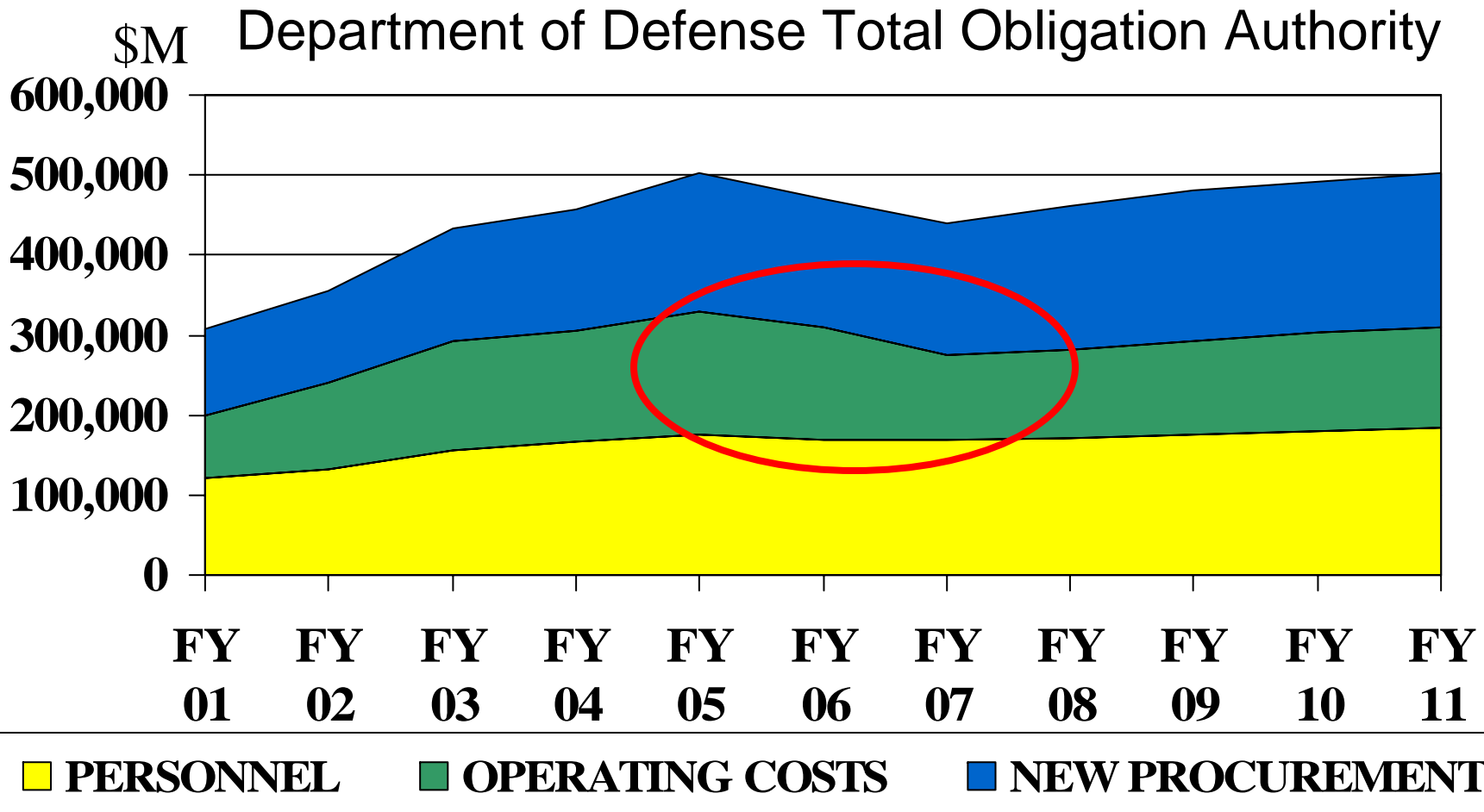


GREATER COLUMBUS
CONVENTION CENTER





Challenges in FY07... Financial Environment



Increased Reliance on Relationships



Challenges in FY07...

Business System Modernization



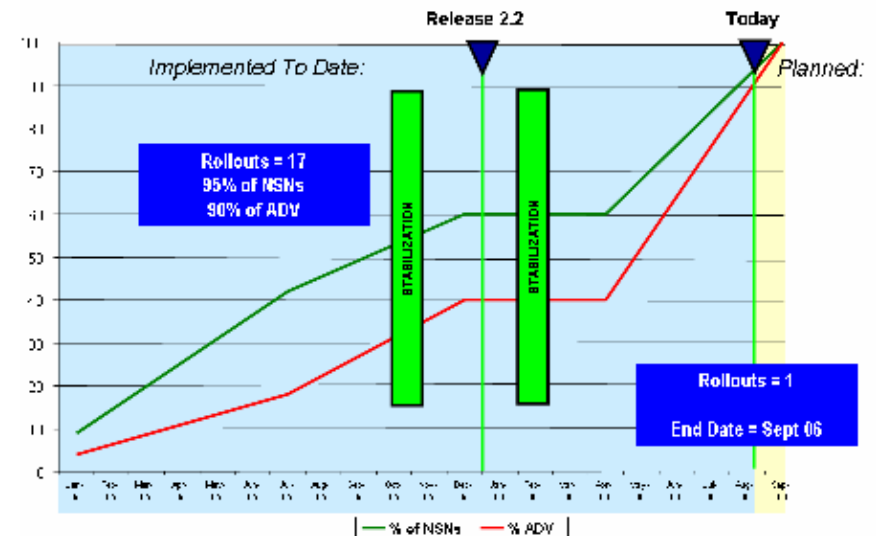
Challenges

- Learning curve
- LTC execution
- Auto procurement tools
- Metrics

Opportunities

- Supplier facing organization structure
- New tools for supplier collaboration
- Improvements in long term contract processes

BSM Rollouts
Hardware Supply Chains



New Processes...Need Your Input and Help



Challenges in FY07... BRAC Initiatives



DLR Procurement management and related support

End state: **FY2011**

- Single face of all aftermarket DLR/consumable procurement
- Single procurement management of strategic partnership with vendors



Consolidate supply, storage and distribution functions and inventories

End state: **FY2009**

- Single manager of inventory and infrastructure
- Single tailored investment strategy
- Retail implications



Privatization Management of tires

End state: **FY2007**

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



Execution

- Contracts by '07
- DVD from commercial sector

Consumable Item transfer

End state: **FY2011**

- Cross Service Group identifying items
- Much smaller than expected.
- DLA becomes single face to supplier





Challenge ahead... Systems Transformation



New Systems for a New Era





What Does It All Mean?



We must...

- Optimize DoD investment
 - Operating forces getting less
- Facilitate BSM assimilation/leverage opportunities
 - Shorten learning curve
 - Quick ID of erroneous processes
 - Improve vendor collaboration
- Manage new mission areas...BRAC
- Provide innovative solutions to logistics challenges and transforming warrior

**Government/Industry Partnership...
The Linchpin to Success!**



Guest Speakers



- Mr. Allan A. Banghart - *“Transforming the Agency: Today’s Performance and Tomorrow’s Capabilities”*
- Mr. Edmond L. Peters - *“Customer Pay”*
- Vice Admiral Justin D. McCarthy, SC, USN – *“Strategic Partnering to Sustain Fleet Readiness”*
- Lieutenant General Richard S. Kramlich, USMC – *“Achieving Supply Responsiveness/Asset Visibility on the 21st Century Battlefield”*
- Major General William M. Lenaers, USA - *“What Your Largest Customer Thinks”*



Breakout Sessions



1. DoD EMALL Demonstration/Overview
2. Tire Commodity Management Privatization (BRAC)
3. Business Systems Modernization/Process Automation
4. DLR - Depot Level Repairables (BRAC)
5. DFAS Your Financial Partner @ Work
6. DSCC Small Business Program/Sourcing Initiatives
7. Land Supply Chain
8. Maritime Supply Chain
9. Value Engineering Tools for Contractor Support
10. Radio Frequency Identification (RFID)/Packaging



Thank you for attending!



Maritime Supplier Operations Break-Out Session

August 29-30, 2006



Agenda



- Maritime Supply Chain Overview
- Supplier Relationship Management
- Supplier Collaboration
- Open Dialogue



Maritime Supplier Ops At a Glance



What

1.6M Items

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

All Maritime Supply
Chain NSNs will be in
BSM as of 1 Sep

From

5000 Suppliers

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

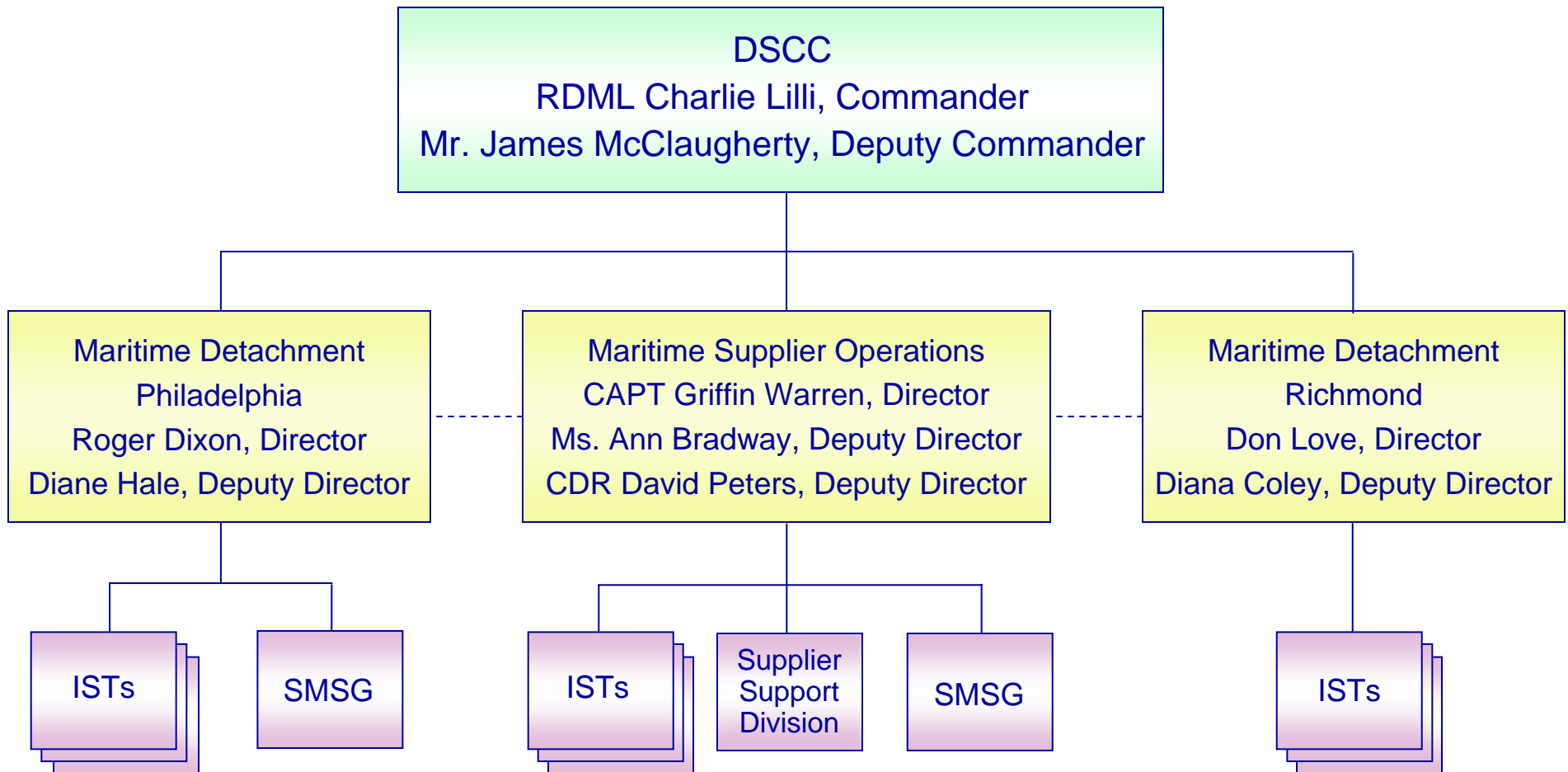
By

352K Contract Actions Worth \$1.7B

- ~850 Employees
- 32 Integrated Supplier Teams
- 3 Sites



Maritime Supplier Ops Organization





BSM 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!

Strategic Material Sourcing Group

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

Supplier Support Division

- Small “Emergency Buying Team” for our customers’ most urgent needs
- Centralized Post-award for Contract Administration matters
- Manages PACE for all DSCC
- Centralized management of solicitation, award and administration of Auto IDPOs



Supplier Relationship Management

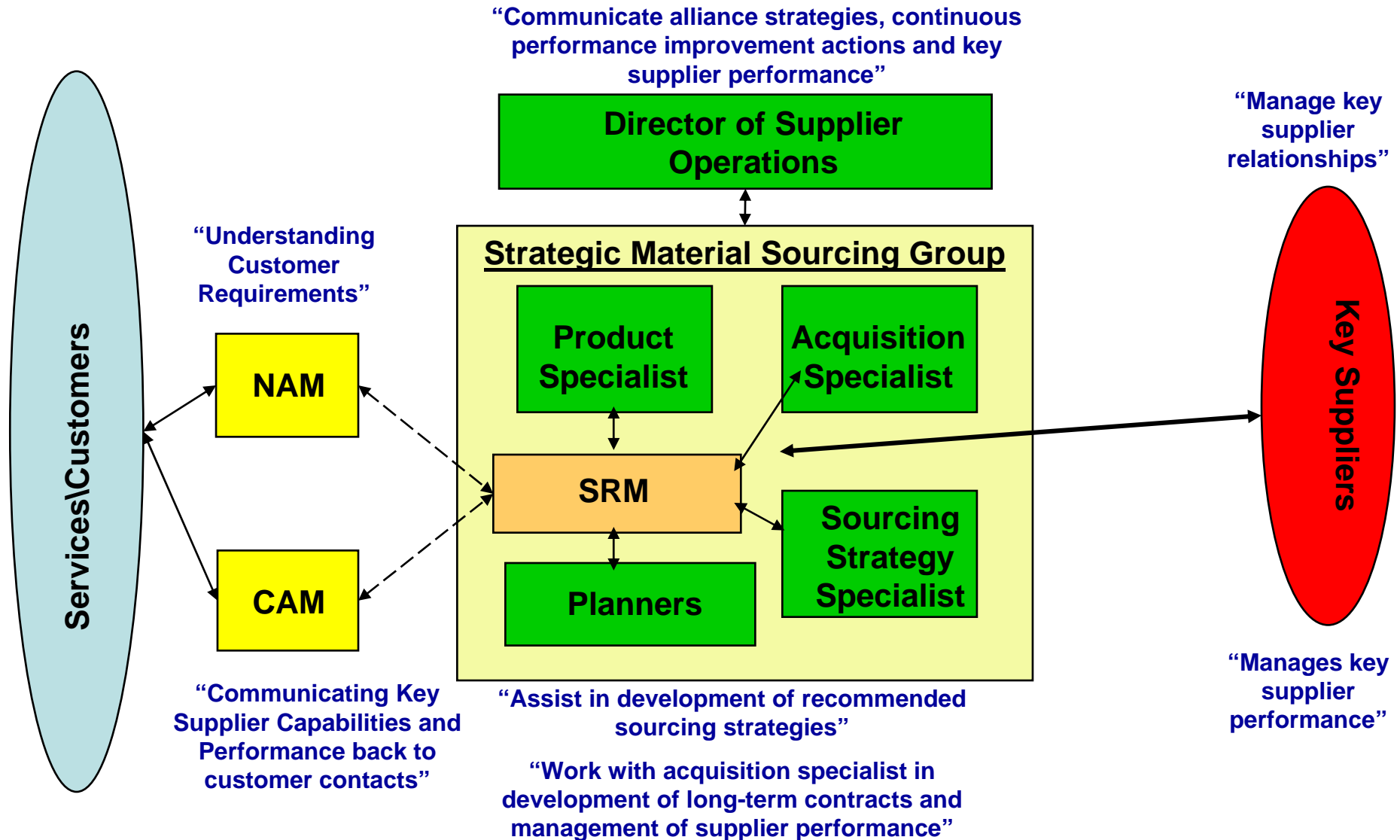


What is it?

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





Supplier 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.

Goals –

ALT & PLT Reduction
Enhanced forecast
Economic purchases
Contract consolidation

Successes –

Price reductions
Enhanced communication
Greater LTC coverage
ALT/PLT savings

CLARCOR

TIMKEN
Where You Turn

CRANE
AEROSPACE &
ELECTRONICS

Warren

DRESSER-RAND

Raytheon

YORK
A JOHNSON CONTROLS COMPANY

Kampi Components Co., Inc.
Serving Government and O.E.M.



How/Why Would SRM Engage My Company?



Key suppliers identified by spend

- Charters with 8 Suppliers

Commodity driven issues

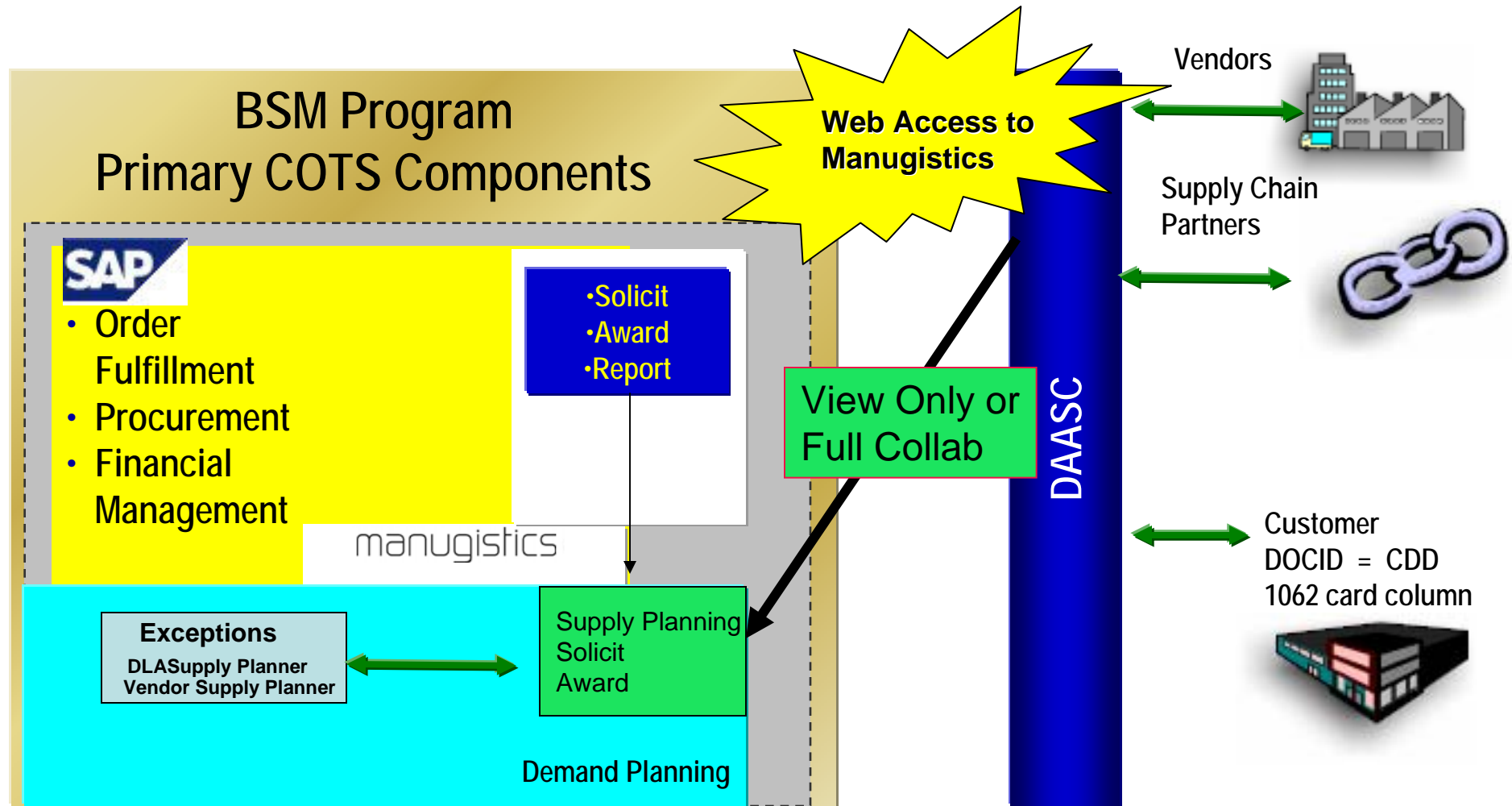
Process solutions

Complex issues that require coordination between customer and supplier



Supplier Collaboration

Sole Source or Long Term Contract Items





Supplier Collaboration Benefits



Benefits to the Supplier

- See Time Phased Inventory Plan (TPIP) - anticipated DLA requirements out 24 months
- Ability to better plan production lines
- Reduce inventory levels
- Opportunity to smooth/adjust DLA planned orders before they become purchase orders that the vendor cannot fill



Open Dialogue

Please visit Maritime Supplier Operations Booth (No. 709 and 710)



Story Board Charts



Active Devices Division



Division Chief: Ernest Reid

Integrated Supply Team Chiefs

Electronic Assemblies: James Amatore

Microcircuits & Semiconductors: Kenneth Rumford

Transformers: Lisa Ohl

Top Federal Supply Classes

FSC	Nomenclature	Sales
5998	Electrical and Electronic assemblies	\$22,226,124
5962	Microcircuits, Electronic	\$21,445,221
5960	Electron Tubes and Associated Hardware	\$18,078,005



Electrical Devices Division



Division Chief: Larry Scarberry

Integrated Supply Team Chiefs

Connectors: John Pacak

Relays, Wire, & Cable: John Crough

Switches: Regina Westbrook

Top Federal Supply Classes

FSC	Nomenclature	Sales
5930	Switches	\$42,131,350
5935	Connectors, Electrical	\$23,265,932
5945	Relays and Solenoids	\$22,125,657



Electronics Division



Division Chief: CDR Clifford Scott

Integrated Supply Team Chiefs

Antennas, Fuses, & Circuit Breakers: Kathy Brewster

Fire Control & Fiber Optics: Robert Heber

Top Federal Supply Classes

FSC	Nomenclature	Sales
5985	Antennas, Waveguides, & Related Equipment	\$42,182,329
5999	Miscellaneous Electrical & Electronic Components	\$16,382,901
5965	Headsets, Handsets, Microphones, & Speakers	\$16,181,528



Fluid Handling Division



Division Chief: Linda McCarty

Integrated Supply Team Chiefs

Fittings: David McGraw

Flexible Hoses & Tubing: Anita Luich

Pipes & Tubing: LCDR Aaron Traver

Pumps & Compressors: Cheryle Casey

Top Federal Supply Classes

FSC	Nomenclature	Sales
4730	Hose, Pipe, Tube, Lubrication, & Railing Fittings	\$36,555,885
4720	Hose & Flexible Tubing	\$30,535,270
4710	Pipe, Tube, & Rigid Tubing	\$15,207,346



Valves & Hardware Division



Division Chief: Linda K. Johnson

Integrated Supply Team Chiefs

Non-Powered Valves: Stephen Finney

Powered Valves, Marine Hardware, & Nuclear Reactor Program: Joseph Smith

Top Federal Supply Classes

FSC	Nomenclature	Sales
4820	Valves, Non-Powered	\$24,167,094
4810	Valves, Powered	\$12,692,646
2040	Marine Hardware and Hull Items	\$ 1,031,302



Strategic Material Sourcing Group



Chief: Ken Rumbaugh

Mission: Strategic Material Sourcing

Function:

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

Strategic Sourcing Branch Chiefs: Kreston Harris, Evan Baisden, Jeff Dixius

Supplier Relationship Management Branch:

Bruce Shively, Lead SRM

Tom Bunnell, SRM



Strategic Material Sourcing Group



Strategic Sourcing Branches

Branch Chiefs: Kreston Harris & Evan Baisden

Award multiple NSN long-term and corporate contracts

Branch Chief: Jeff Dixius

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

Supplier Relationship Management Branch

Lead SRM: Bruce Shively

SRM: Tom Bunnell

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



Supplier Support Division



Division Chief: David Glasscoe

Mission: Support for Maritime Supplier Operations

Function: Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, automated contracting, and post award

Branch Chiefs:

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

Post Award: Stephanie McCormick



Supplier Support Division



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

Emergency Buy Team Supervisor – Tom Comeans

Customer-Direct Buys for our customers' most urgent requirements

PACE & AutoIDPO Team Supervisor – Susan Knisley

Procurement Automated Contracting Evaluation (PACE):

Manage PACE automated solicitations and awards up to \$100,000

Automated Indefinite Delivery Purchase Orders (AutoIDPOs):

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



Supplier Support Division



Post Award Branch

Branch Chief: Stephanie McCormick

Post Award Supervisors - Joanne Bogner, Sue Coyer, Myrtice Gray, Jeff West

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



Maritime Detachment Philadelphia

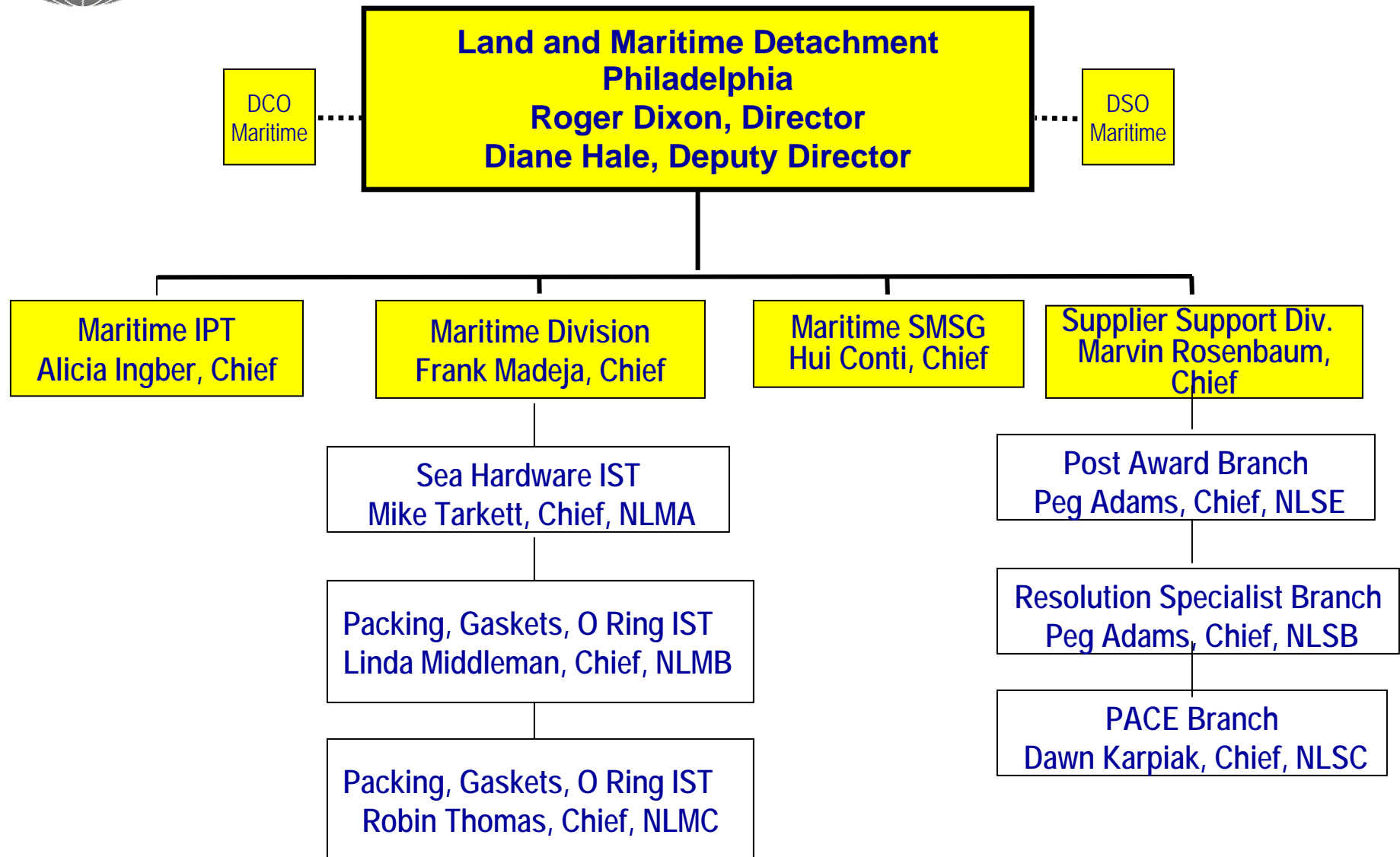




Organization Design



Culture





Maritime Support



Federal Stock Codes

- 5330/31- Gaskets, O rings, Packing
- 5355 – Knobs, Dials, Pointers

Item Characteristics

- 260K items managed
- Wide variety of materials
 - Cloth
 - Rubber
 - Paper
 - Petroleum based compounds
 - Metals
- Low dollar, high volume items
 - \$2500 average award value
 - 100K requisitions received each month





IST Mission and Functions



- Maritime Integrated Supplier Teams (IST's)
 - Consists of Acquisition Specialists, Supply Planners, and Product Specialists that provide logistic support for assigned NIINs. (100K per team)
 - Primary Functions
 - Pre Award Acquisition
 - Supply Management
 - Technical Support
 - Long Term Contract Management
 - Nuclear Reactor Program Management





SMSG



- Strategic Materiel Sourcing Group (SMSG)
 - Consists of Acquisition Specialists and Product Specialists who plan and execute contracts for groups of items
 - Primary Functions
 - Cradle to Grave Supply Chain Logistic Support
 - Average Contract Length: 5 years
 - Emphasis on developing supplier relationships
 - Emphasis on Socio Economic Programs
 - Corporate Contract Management



Maritime Supplier Support Division



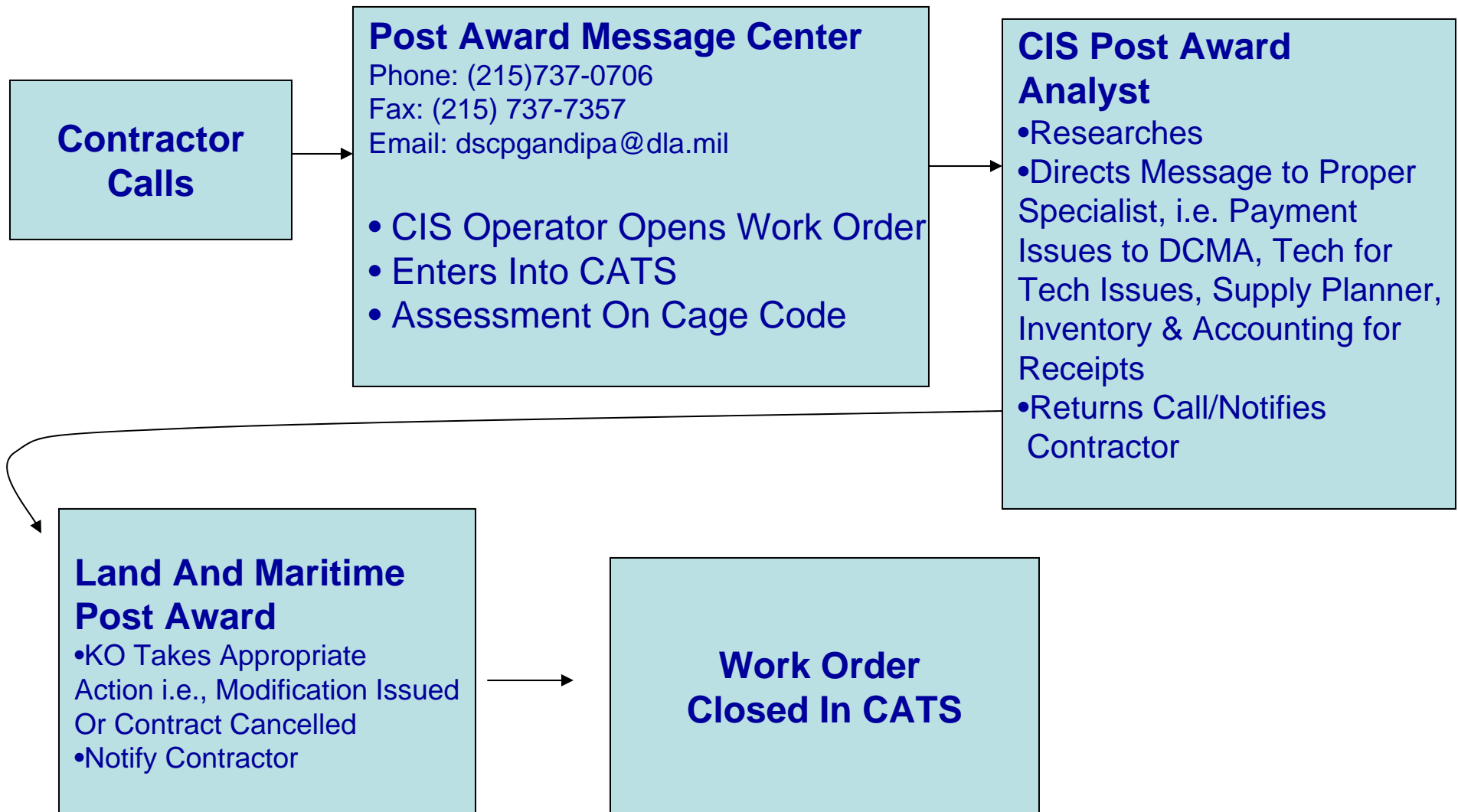
- **Post Award Branch**
 - Responsible for post award issues on purchase orders and assigned delivery orders.
 - Team Leader – Sharon Sax
- **Resolution Specialist Branch**
 - Responsible for inventory and accounting reconciliation issues. Works closely with DLA depots and post award team.
 - Team Leaders – Pam Stephens and Joann Peters
- **PACE**
 - Responsible for the automated purchase system.
 - Team Leader – Wilfredia Fields



Post Award Process



Culture





Land & Maritime Detachment Richmond - NL



MARITIME SUPPLY CHAIN

Bearings

Motors

Maritime Instruments

Maritime Miscellaneous

Maritime Strategic Supplier Alliance



“Haze gray and underway”



Land & Maritime Detachment Richmond - NL

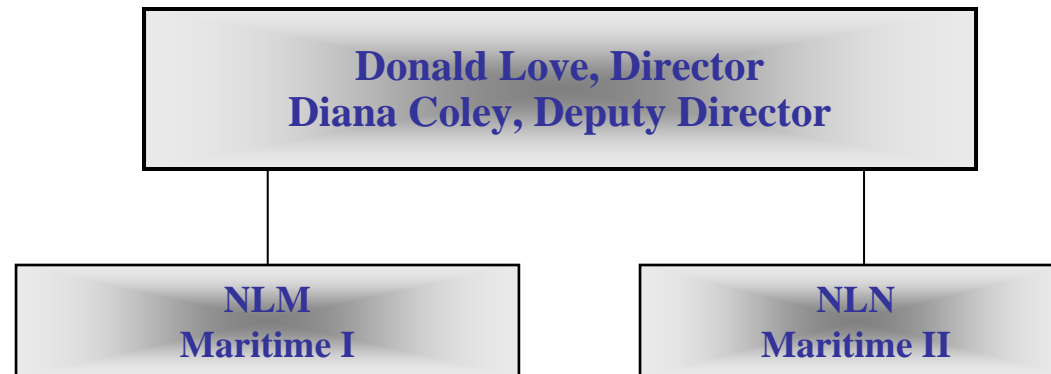


Organization

- **Director (NL)** – Don Love
- **Deputy Director (NL)** – Deny Coley
 - **Maritime I (NLM)** – Kim Hansen
 - **Bearings I IST Lead (NLMA)** – Darrel Borum
 - **Bearings II IST Lead (NLMB)** – Russell Wells
 - **Bearings III IST Lead (NLMC)** – Charleen Trotter
 - **Maritime II (NLN)** – Mike Kuszmaul
 - **Maritime II Deputy (NLN)** – Julia Roquemore
 - **Motors IST Lead (NLNA)** – John McCloud
 - **Maritime Instruments IST Lead (NLNB)** – Martha Tuck
 - **Maritime Miscellaneous IST Lead (NLNC)** – Emma Pfeiffer
 - **Maritime SSA IST Lead (NLND)** – Earnestine Minor



Land & Maritime Detachment Richmond - NL



Scope of Business

FY06 Proj. Sales (M)	\$390
FSCs:	164
NSNs:	207,318
Avg Monthly Demands:	64,460
Personnel	Civilians 196



Land & Maritime Detachment Richmond - NL



FSC Management

- **Maritime I**
 - **FSCs**
 - **3110 Bearings, Anti-friction, Unmounted**
 - **3120 Bearings, Plain, Unmounted**
 - **3130 Bearings, Mounted**
- **Maritime II**
 - **160+ FSCs, Some of the Major Ones are:**
 - **5940 Lugs, Terminals and Terminal Strips**
 - **5975 Electrical Hardware and Supplies**
 - **5995 Cable, Cord and Wire Assemblies**
 - **6105 Motors, Electrical**
 - **6110 Electrical Control Equipment**
 - **6130 Power Conversion Equipment, Electrical**
 - **6150 Misc. Electrical Power, Solar Elec. Power Sys., Fuel Units Components and Access**
 - **6650 Optical Instruments**
 - **6680 Liquid and Gas Flow, Liquid Level, and Mech. Motion Measuring Instruments**
 - **6685 Pressure, temp. and Humidity Measuring and Controlling Inst.**



Land & Maritime Detachment Richmond - NL



- BSM Roll Out Complete Sept 1.
 - Draw Down of Legacy Workload
- Reorganization Mid October
 - Consolidation of LTC Efforts
 - Establish Emergency Buyer Group
 - Consolidates Post Award Resources
 - Establish Program Mgmt Group

2006 Land & Maritime Supply Chains Business Conference & Exhibition

Challenges and Opportunities Government and Industry



29 August 2006



VADM J. D. McCarthy, SC, USN
Director
Material Readiness and Logistics
OPNAV N4

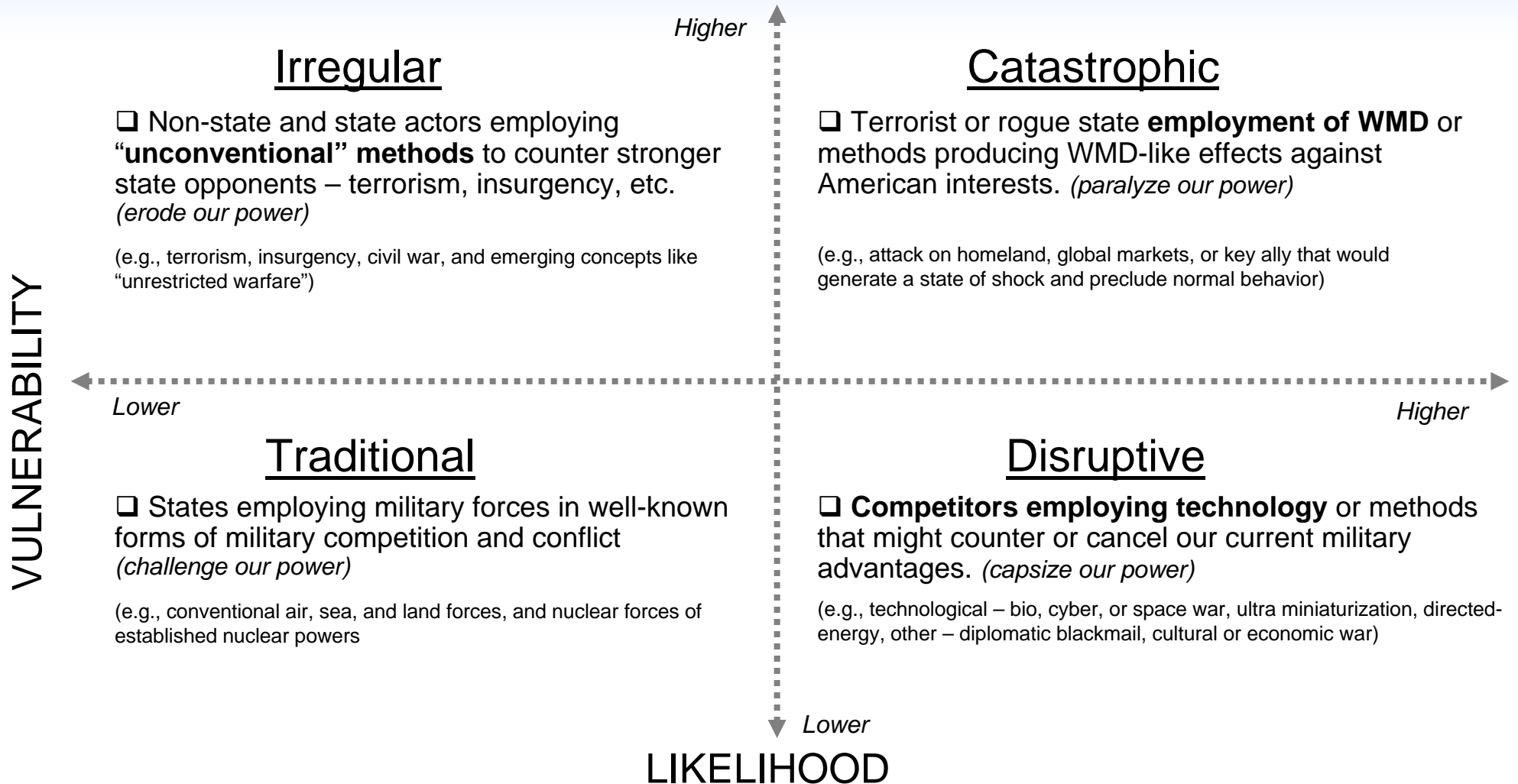


Bottom Line Up Front

- New threat emergence requires new capabilities
- Fiscal pressures are increasing, complicating our ability to:
 - Deliver new capabilities, while
 - Sustaining readiness and
 - Fighting a war (and resetting thereafter)
- Government/Industry partnering essential to developing solutions



The New Threat Environment

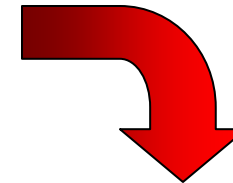


Requires a complex combination of capabilities to meet the threat

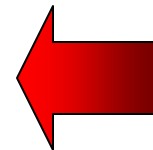


CNO's "Top Three"

- **Sustain Combat Readiness**
- **Build a Fleet for the Future**
 - Quadrennial Defense Review (QDR)
 - Base Realignment and Closure (BRAC)
- **Develop 21st Century Leaders**



- *313 Ship Navy*
- *1000 Ship Navy partnership*
- *Increased GWOT engagement*
- *Navy Expeditionary Combat Command*



- QDR Priorities**
- *Defend the Homeland in Depth*
 - *Defeat Terrorist Networks*
 - *Shape the Choices of Countries at Strategic Crossroads*
 - *Prevent Hostile State and Non-State Enemies from Acquiring WMD*
- Follow-on Roadmap**
- *Building Partnership Capacity*



Navy Strategic Plan

Desired Effects ...

- Dominate littoral waters
- Influence events ashore
- Provide unique maritime capabilities
- Maintain persistent forward presence
- Strengthen alliance w/ strategic partners
- Shape / align shore infrastructure
- Build a Naval force for tomorrow

Riverine

*Civil
Affairs*

*1000 ship
Navy*

NAV2030

*Joint Logistics
Engagement*

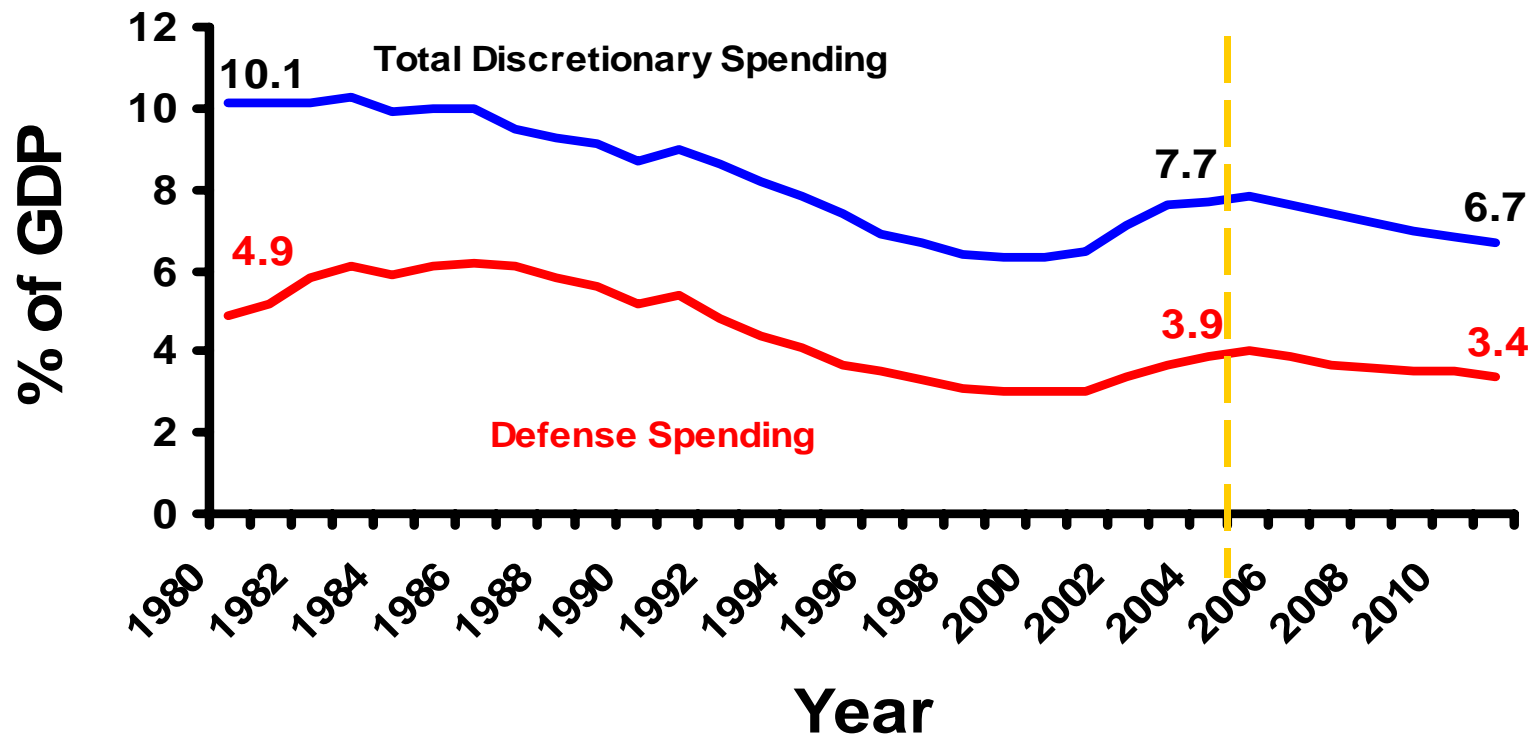
*313 future
force structure*



External Drivers

Economic Factors

Defense spending parallels total discretionary spending

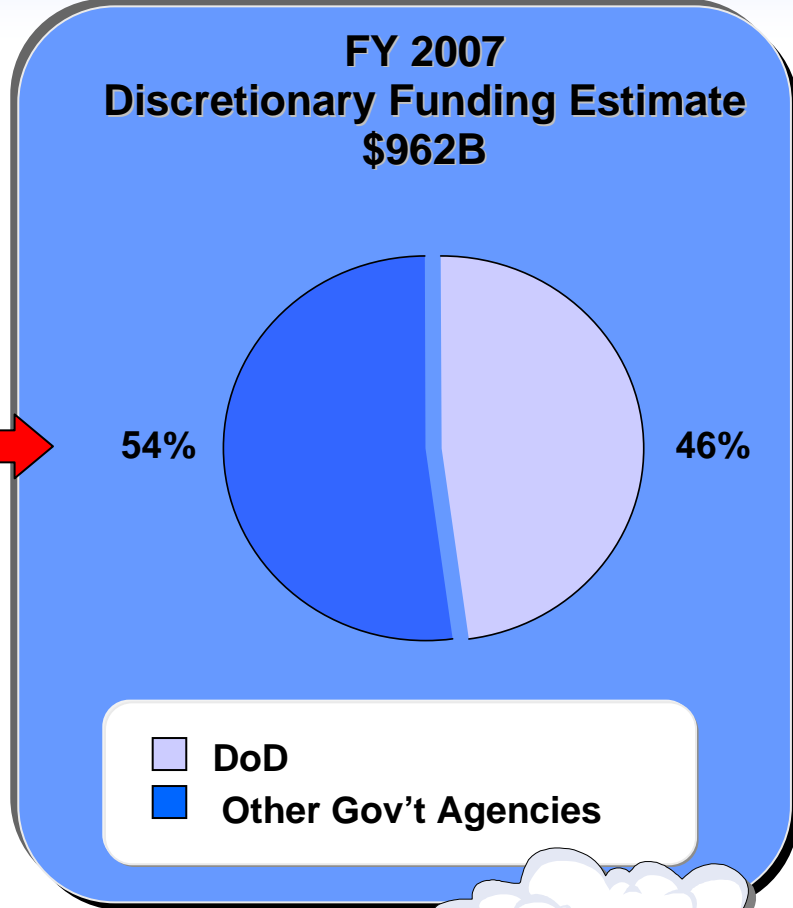
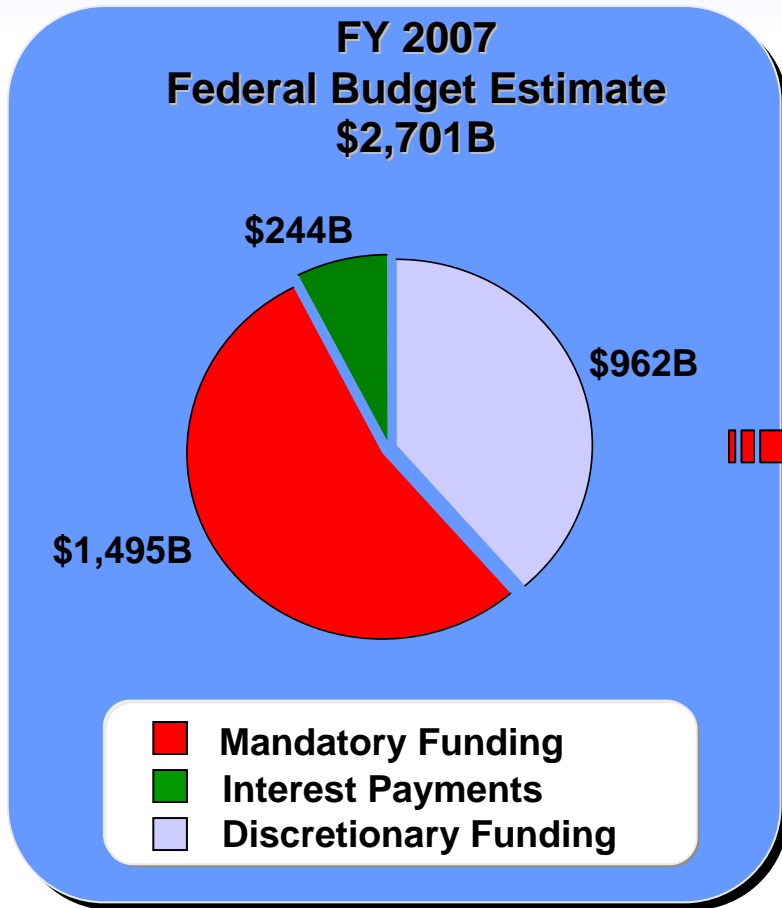


Source: CBO 31 AUG 05



Federal Budget Reality

President's Budget Request 2007



Competing Priorities:

- DOD Emergent
- Medicare
- Homeland Security
- Medicaid
- Social Security
- Prescription Drug Benefit

Projected deficit
~\$390B

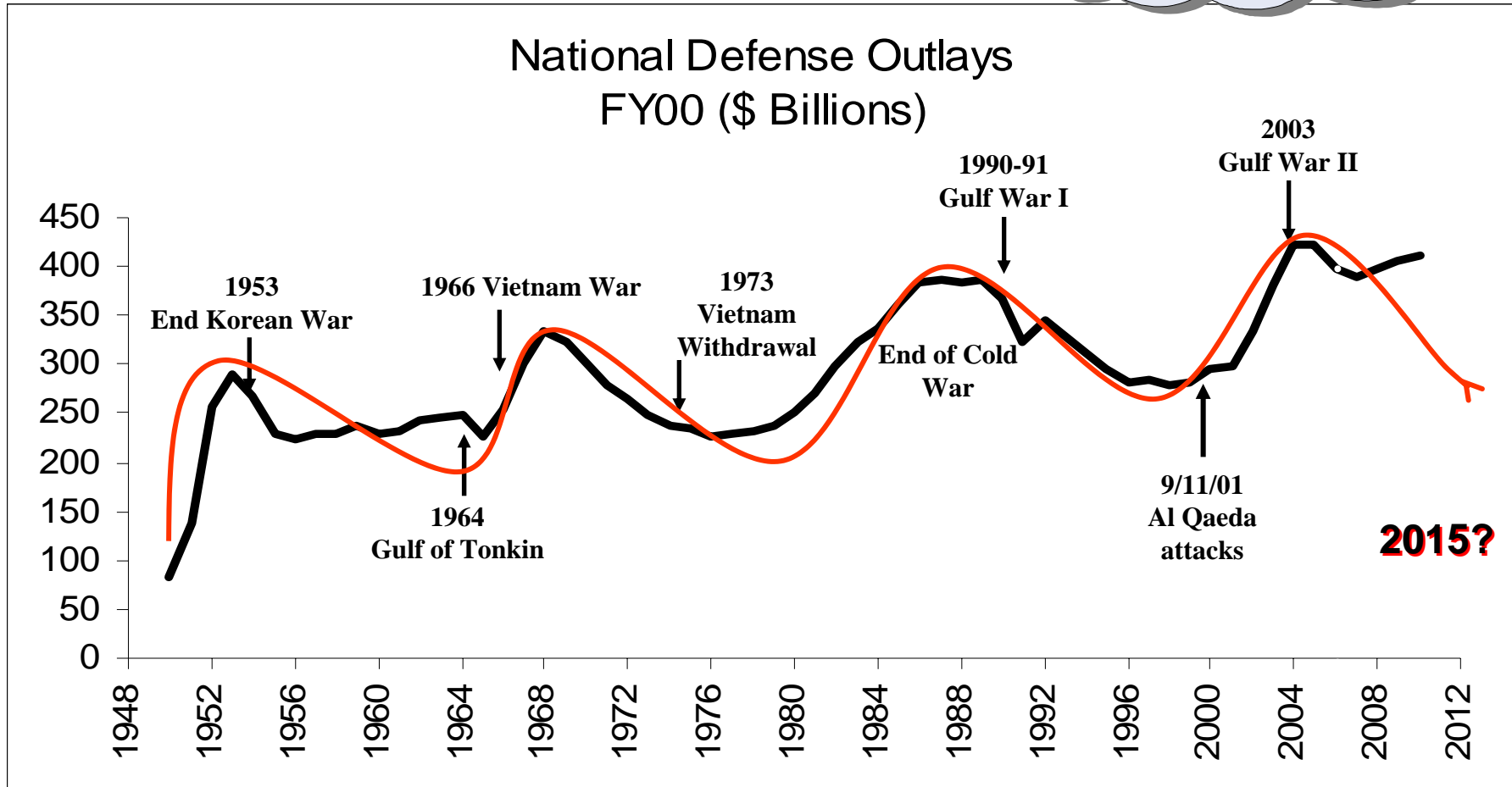
*** CBO projects mandatory funding will grow by \$1.4 trillion by 2015**



Internal Drivers

National Defense Outlays

Outlays expected to drop 13% by 2011



Note: Outlays lag budget reductions by about 2-4 years

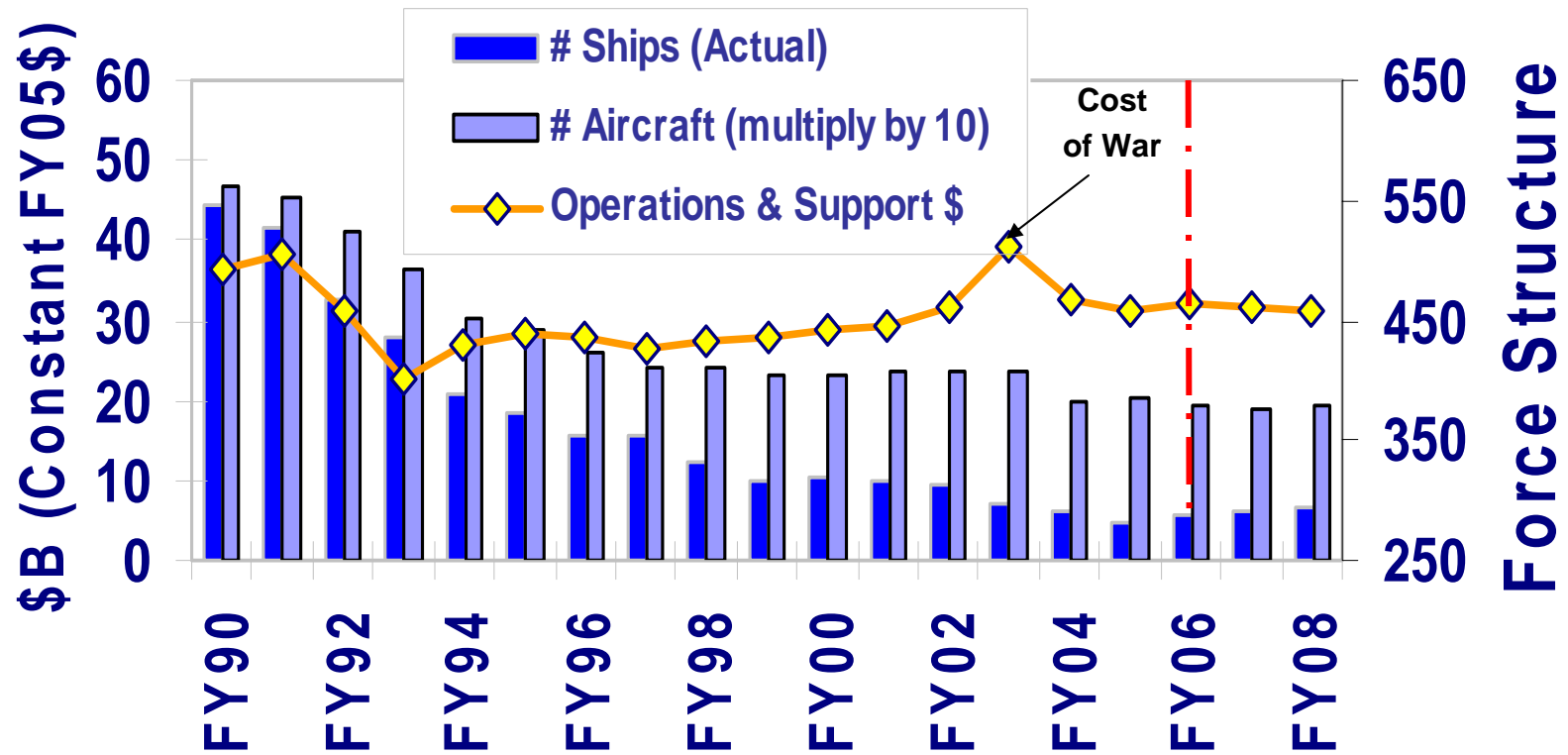
Source: Library for Integrated Learning and Technology, Illinois State



Internal Drivers

Operations & support costs rising

O&S cost
grew 10% from
FY00-FY05



Recapitalization investment at risk!

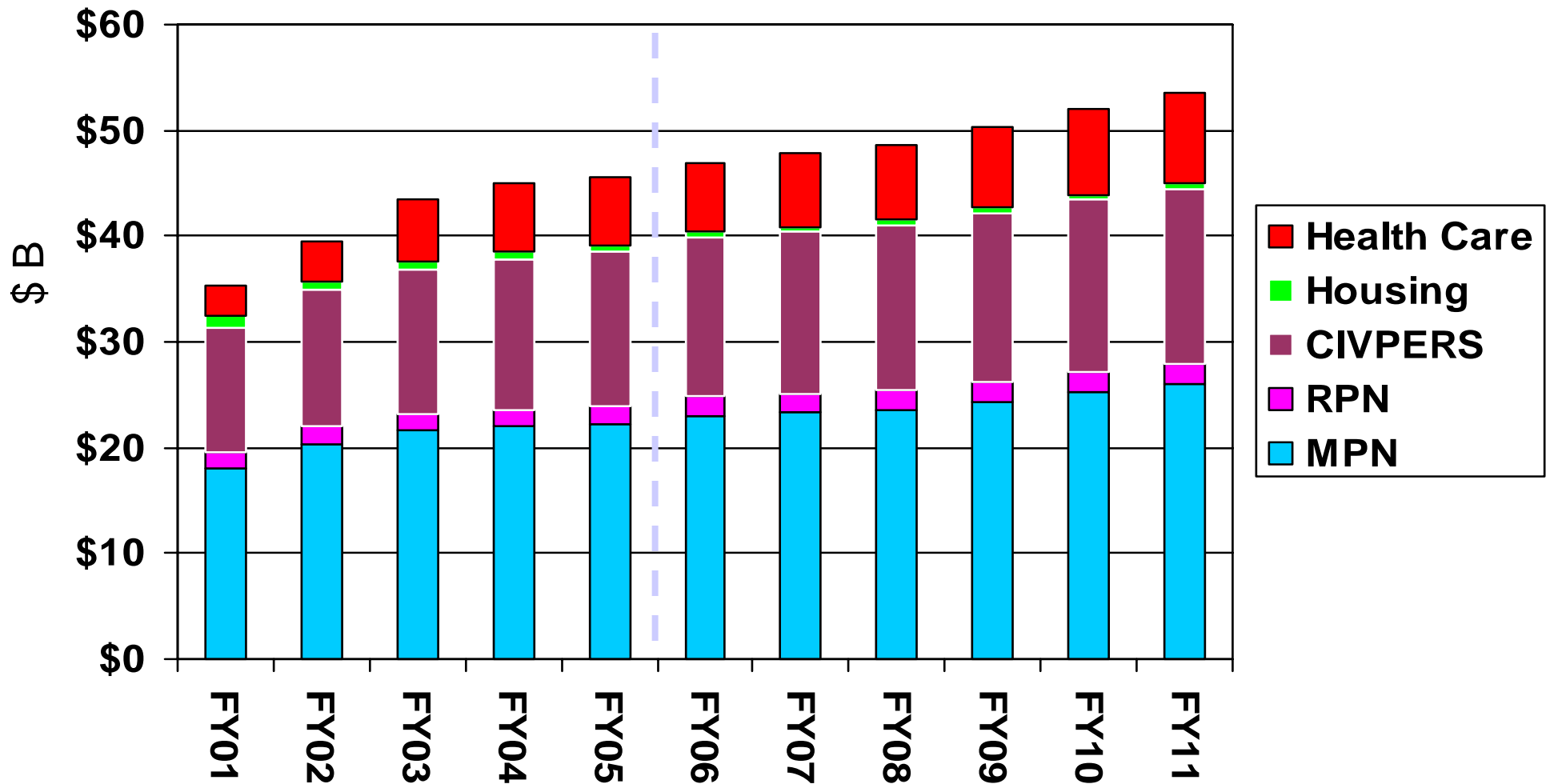


Internal Drivers

Navy Spend on People

FY06-11 has net costs growing another 14%

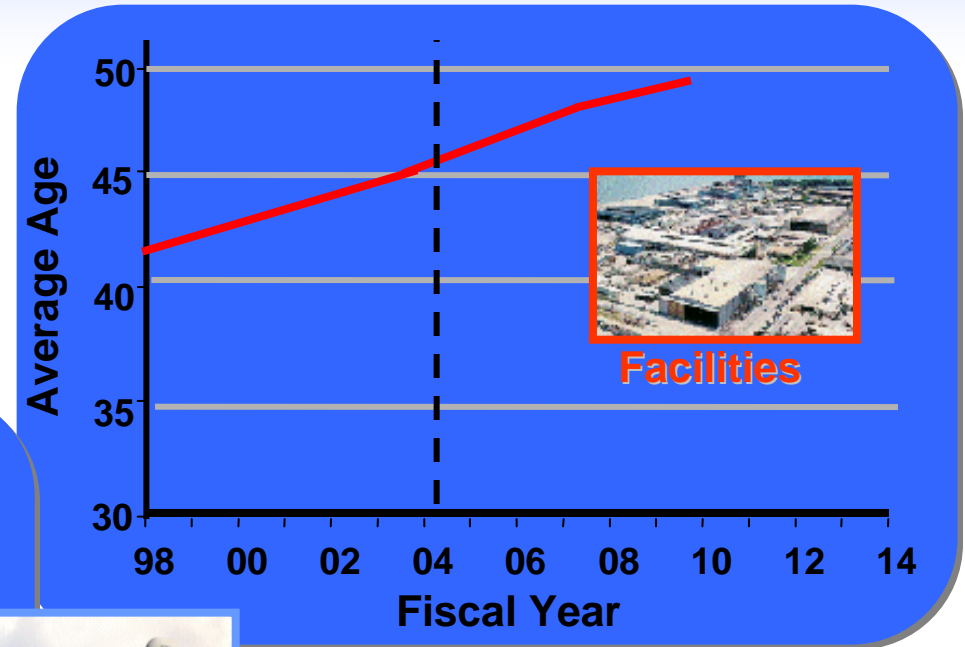
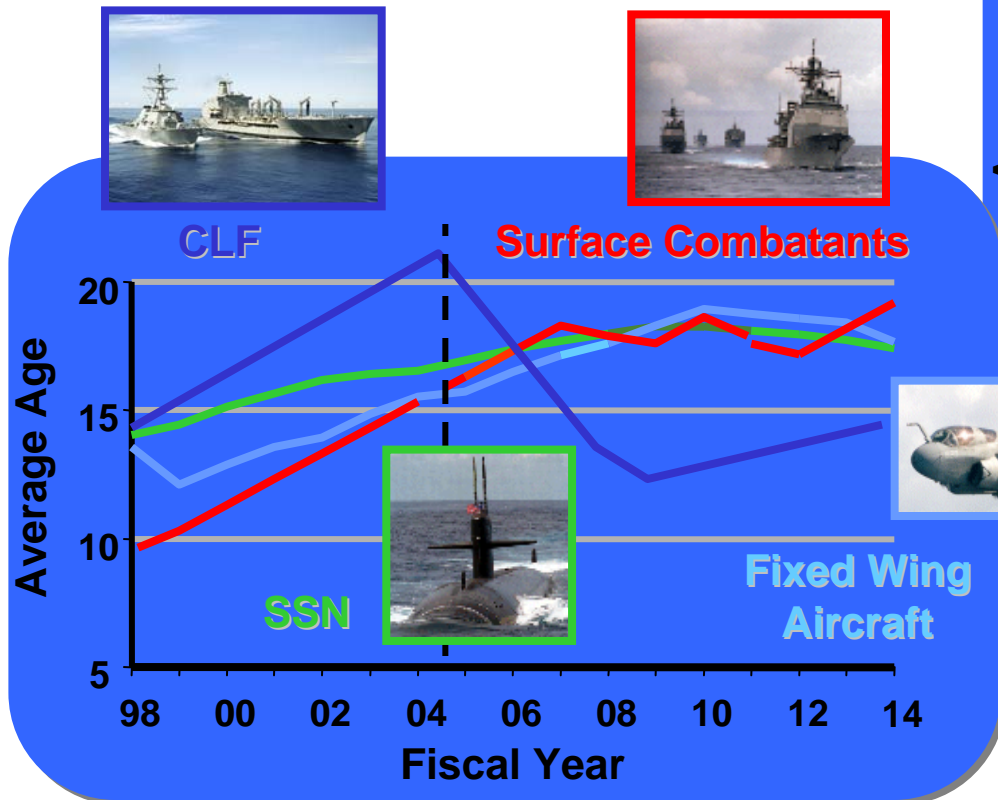
91-05 costs up ~20% despite manpower reductions of ~40%





Aging Force Structure and Facilities

Under investment in new acquisition/modernization...



...Results in aging Force Structure

Trends unlikely to change without dramatic action



The Environment We Face

Program vs Budget ...

- Federal Budget unlikely to grow
- DoD Budget expected to be under pressure for additional reductions
 - Growing entitlement programs
 - Domestic priorities
- DoD has significant internal challenges
 - Growing manpower costs
 - Aging force structure/infrastructure
 - Cost of War and Reset cost



***Burning
platform***



Getting at the Cost

Focus

- Create Enterprise framework/governance
- Change consumption behaviors
- Create cost-wise readiness
- Leveraging joint capabilities

Enterprise Initiatives

- AIRSpeed efficiencies
- SHIPMAIN
- Performance Based Logistics (PBL)
- Fleet Readiness Centers (FRC)





Jacksonville AIRSpeed Initiative

EA-6B re-wing production

EA6B WORK-IN-PROCESS *BEFORE*



- TAT = 594 DAYS FY03
- WIP = 16
- Walk distance 45,125 ft.

MANAGEABLE WORK-IN-PROCESS *AFTER*



- TAT = 358 Days FY05
- WIP = 8 in FY05
- Walk distance reduced to 8,670 ft

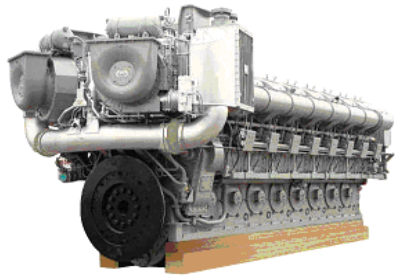
**RETURNED TWO SQUADRONS OF AIRCRAFT TO THE FLEET
INCREASED ON-TIME DELIVERIES (OTD) FROM 31% TO 83%**



Main Propulsion Diesel Engine

Maintenance Process Improvement

15



USN PC 2.5 $A_0 = .55$

USN

48 Engines

\$2,229,167 per engine/year

\$107,000,000 per year



MSC PC 4.2 $A_0 = .93-.97$

MSC

56 Engines

\$319,728 per engine/year

\$17,904,800 per year

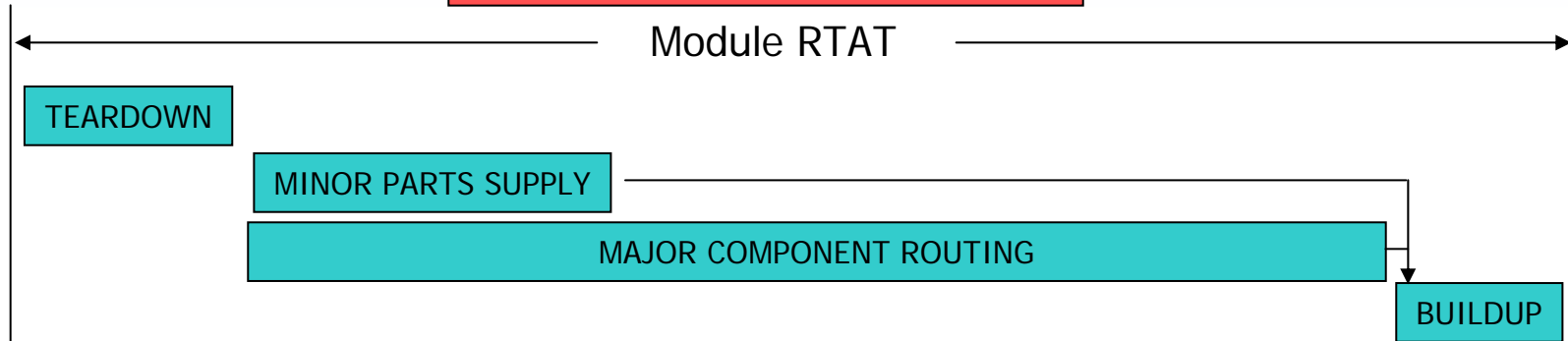
Improving diesel engine readiness through fluid quality monitoring and performance monitoring

15

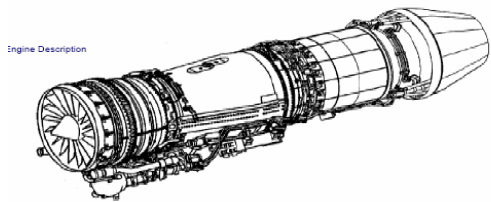
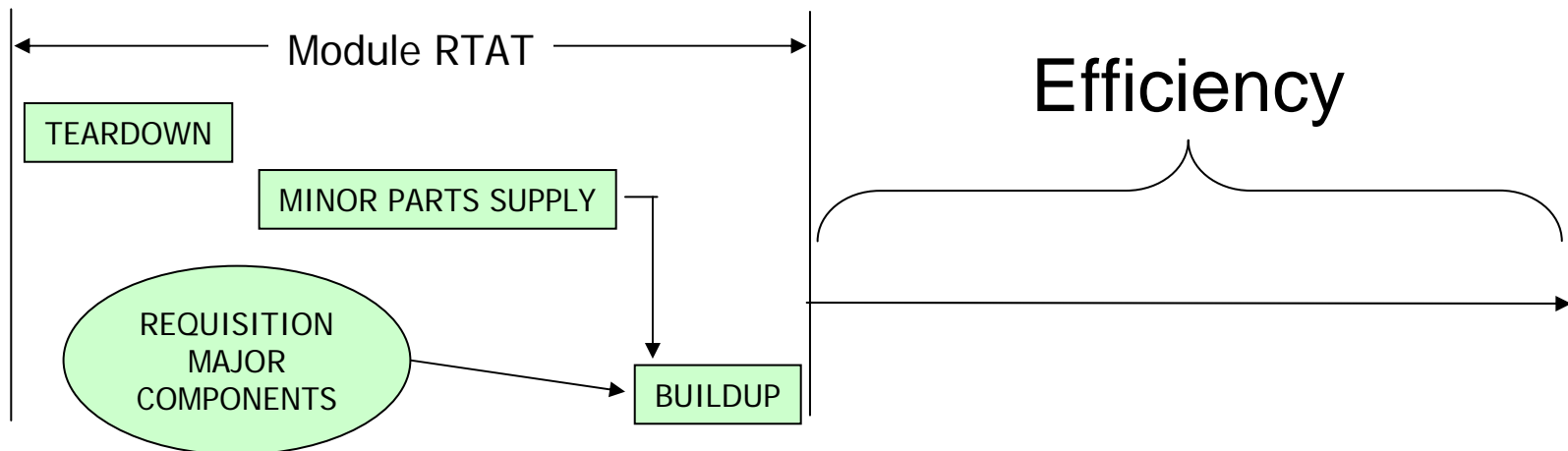


F414GE-400 Depot Component PBL

Traditional Concurrent Repair



Depot Component PBL



Better TAT through Innovation and Partnering

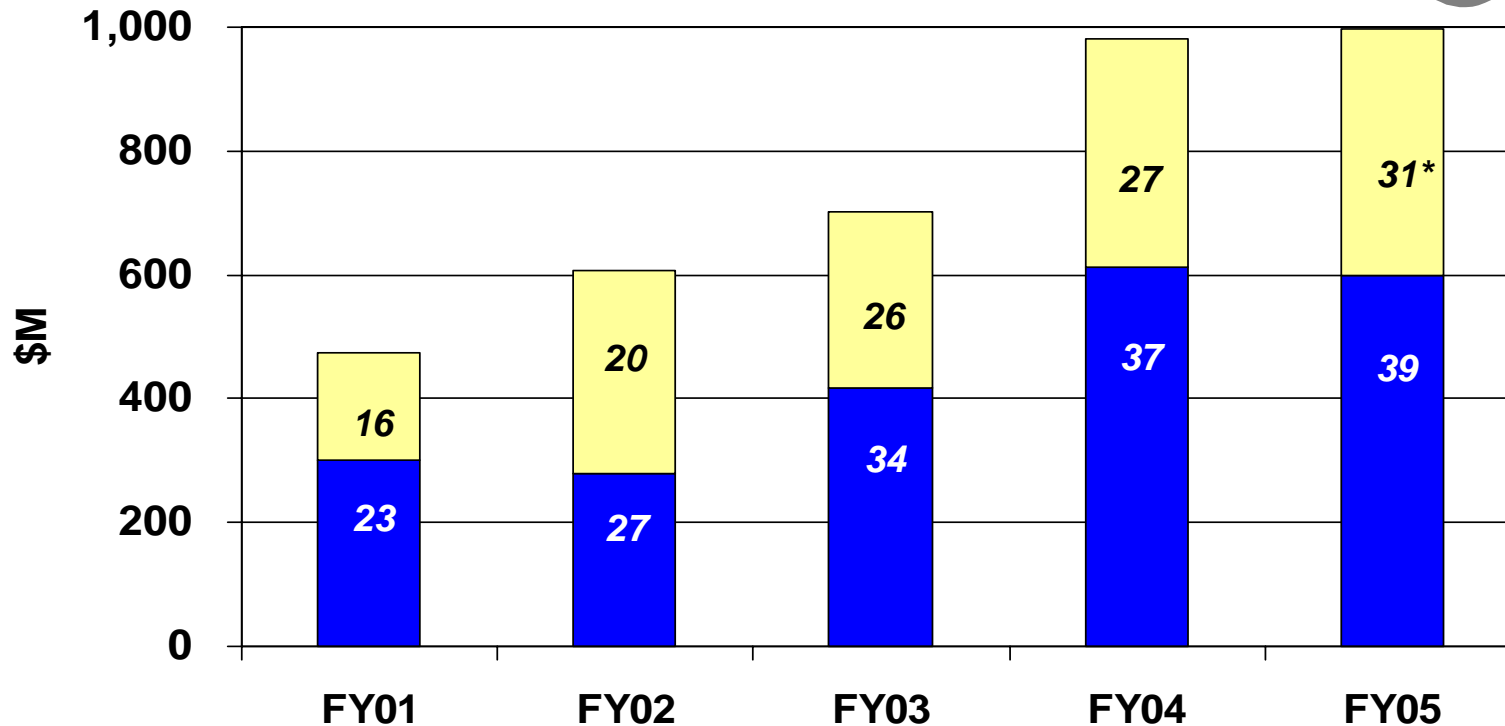


Increased Reliance on Industry Support

- Providers held to customer-oriented performance requirements
- Growing significantly in size -- \$475M FY01 to ~\$1B FY05

*Desired effect:
Improved cost-
wise readiness*

PBL Contract Totals (TY\$)



* Number of Active Contracts

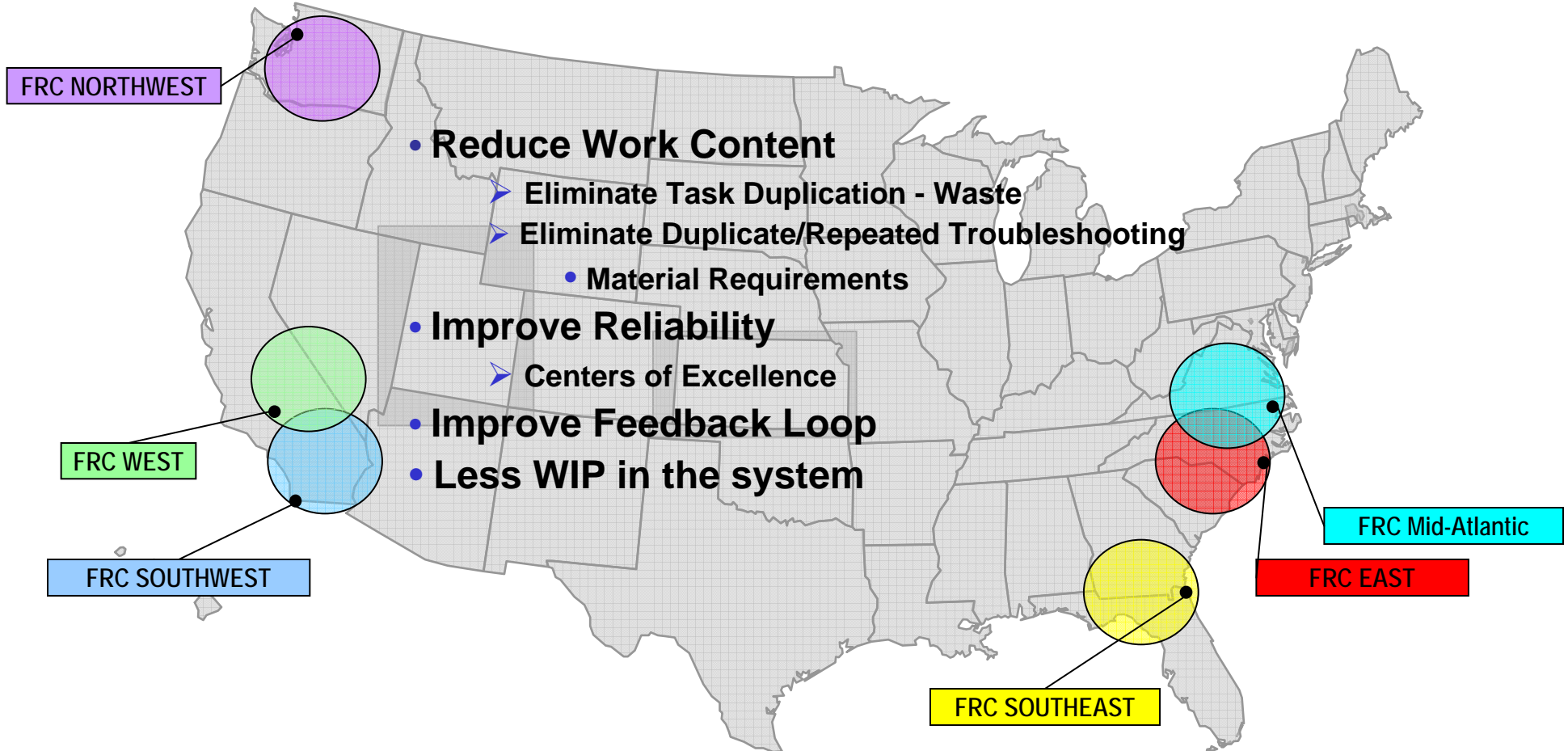
■ Aviation ■ Maritime

Source: DD form 350



Fleet Readiness Centers - FRCs

Naval Aviation Enterprise IMA / DEPOT INTEGRATION



Fleet Readiness Centers: A Transformational Initiative



Desired Outcome

- Readiness at reduced cost
- Combined Government and Industry efforts
 - Aggressive innovation
 - Shared partnerships
- Cost-wise readiness cuts both ways

We need your ideas!

Not more with less - more with what we have



Land & Maritime Demand/Supply Chains... Today and Tomorrow



Mr. James McClaugherty, SES
DSCC, Deputy Commander



Agenda



- DSCC As You Knew Us
- DSCC As You Know Us
- DSCC As You Will Know Us
- Summary

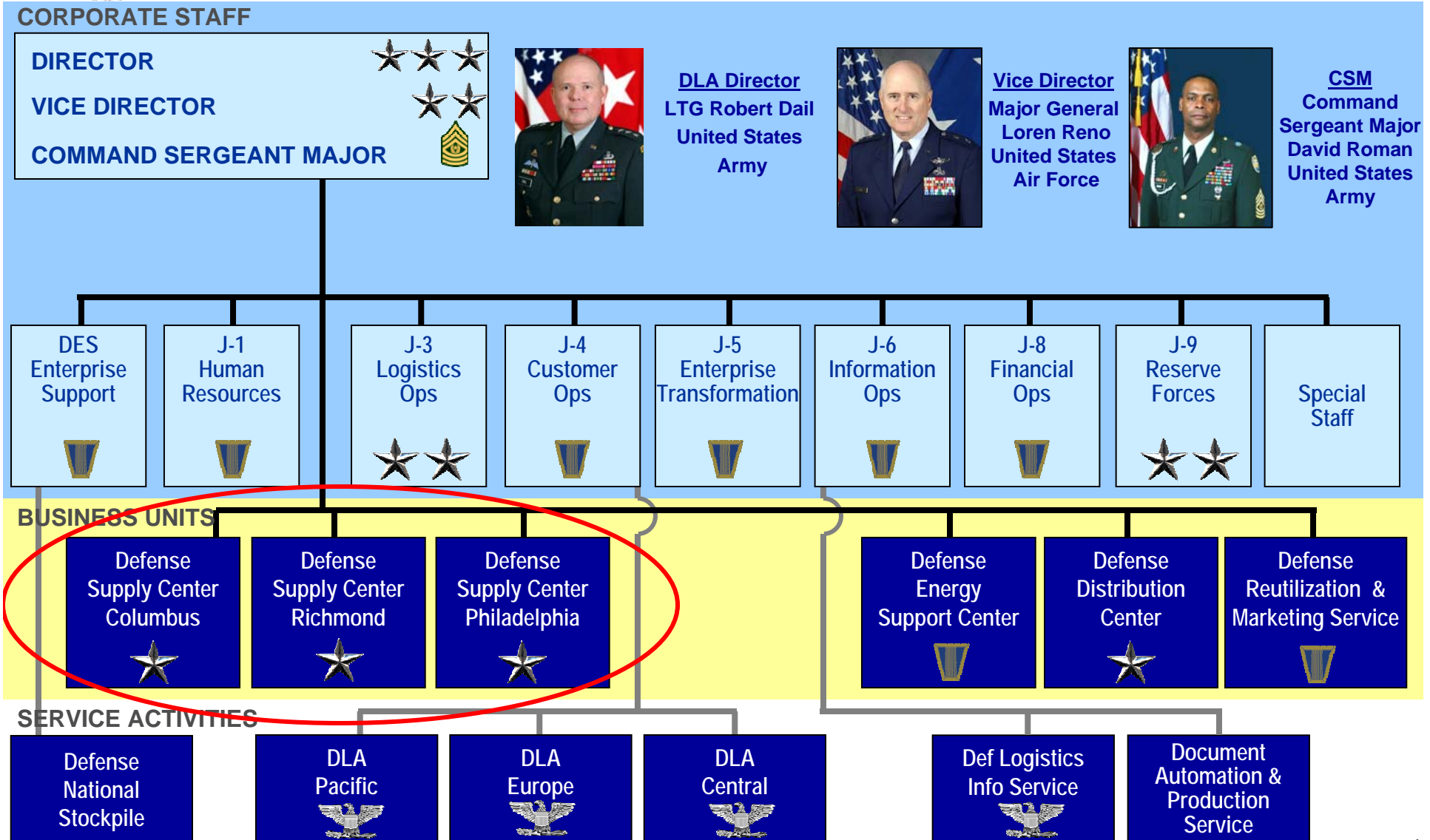


“Yesterday”

DSCC
1997 - 2002



DLA Overview... Organization

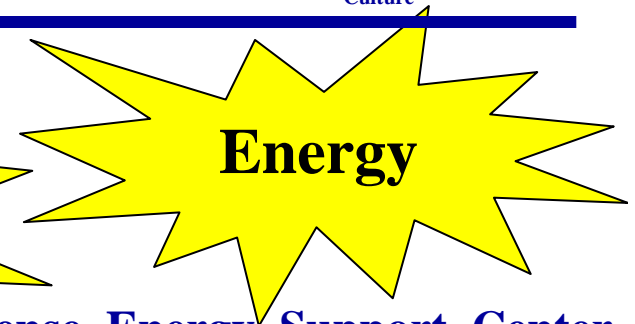




Lead Center (1997 – 2002)



Troop Support



Energy

**Defense Energy Support Center
Ft Belvoir, VA**

**Defense Supply Center
Philadelphia, PA**



Defense Logistics Agency



**Land,
Maritime**

**Defense Supply Center
Columbus, OH**

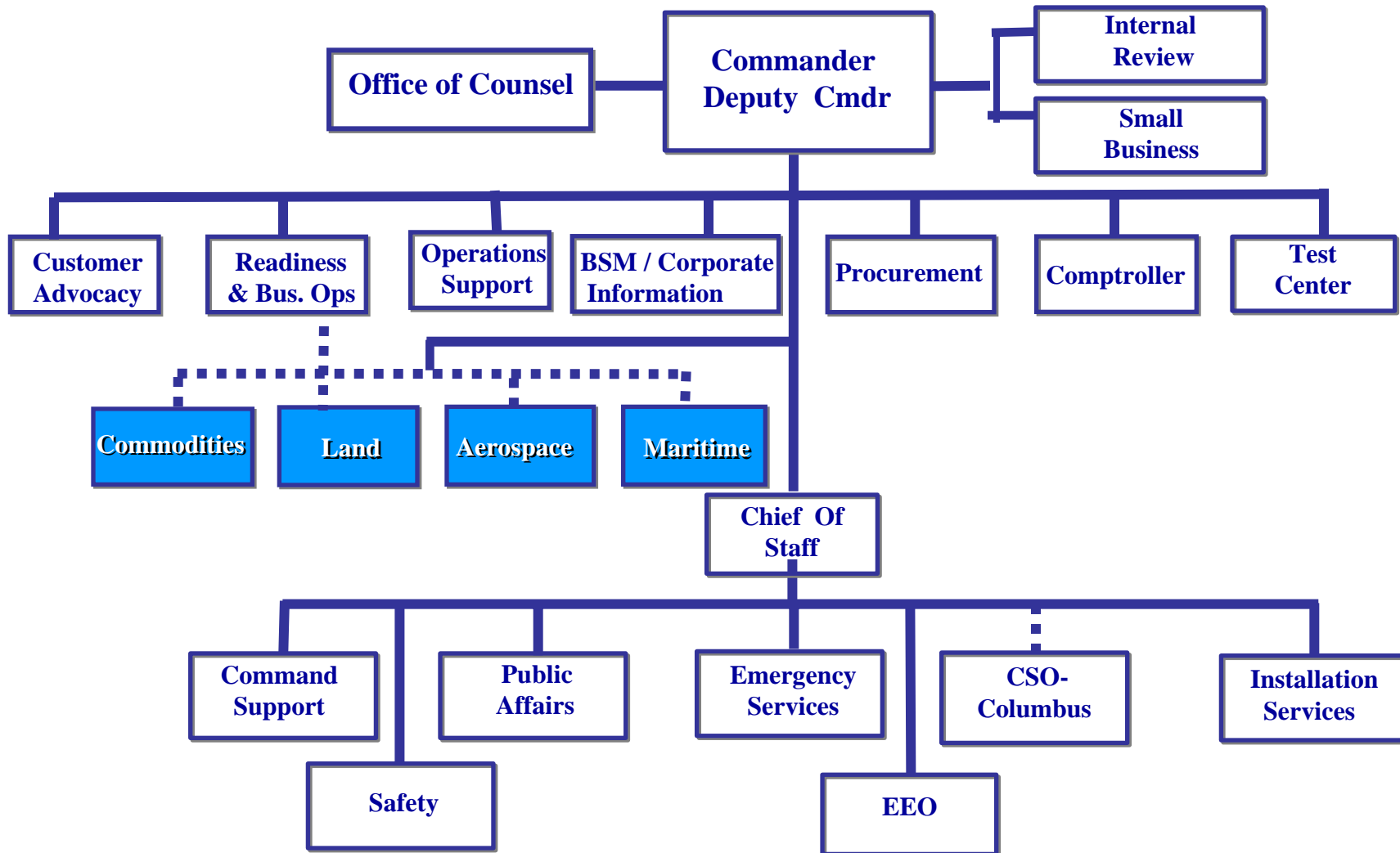


Aviation

**Defense Supply Center
Richmond, VA**



Organizational Structure





“Single Point Accountability For Outcomes”

Commodities Director & Deputy	Land Director & Deputy	Aerospace Director & Deputy	Maritime Director & Deputy
Business Operations - Supply - Acquisition - Technical - Quality	Business Operations - Supply - Acquisition - Technical - Quality	Business Operations - Supply - Acquisition - Technical - Quality	Business Operations - Supply - Acquisition - Technical - Quality
Readiness Support - WSSMs / WSPOCs - ESOC	Readiness Support - WSSMs - ESOC	Readiness Support - WSPOCs - ESOC	Readiness Support - WSSMs - ESOC
Tailored Support Unit - Long Term Contracts - Tailored Support Teams - Corporate Contracts	Tailored Support Unit - Long Term Contracts - Tailored Support Teams - Corporate Contracts	Tailored Support Unit - Long Term Contracts - Tailored Support Teams - Corporate Contracts	Tailored Support Unit - Long Term Contracts - Tailored Support Teams - Corporate Contracts



SAMMS Attributes



- Characteristics
 - BATCH (Multiple Versions)
 - SAMMS process used daily/weekly batch programs which delayed processing at times
 - COBOL
 - SAMMS used older COBOL programming language; developed 30 years ago
 - Not a financially compliant system; SAMMS not financially compliant
 - ETC
 - Information Technology Support for SAMMS; very expensive vs. new system



Sales/Obligations (Pre-GWOT)



	<u>Sales</u>	<u>Obs</u>
FY96	\$1,838.9M	1,138.0M
FY97	\$1,819.8M	1,334.1M
FY98	\$1,928.4M	1,325.8M
FY99	\$1,758.8M	1,300.2M
FY00	\$1,844.9M	1,354.2M
FY01	\$2,014.1M	1,475.6M

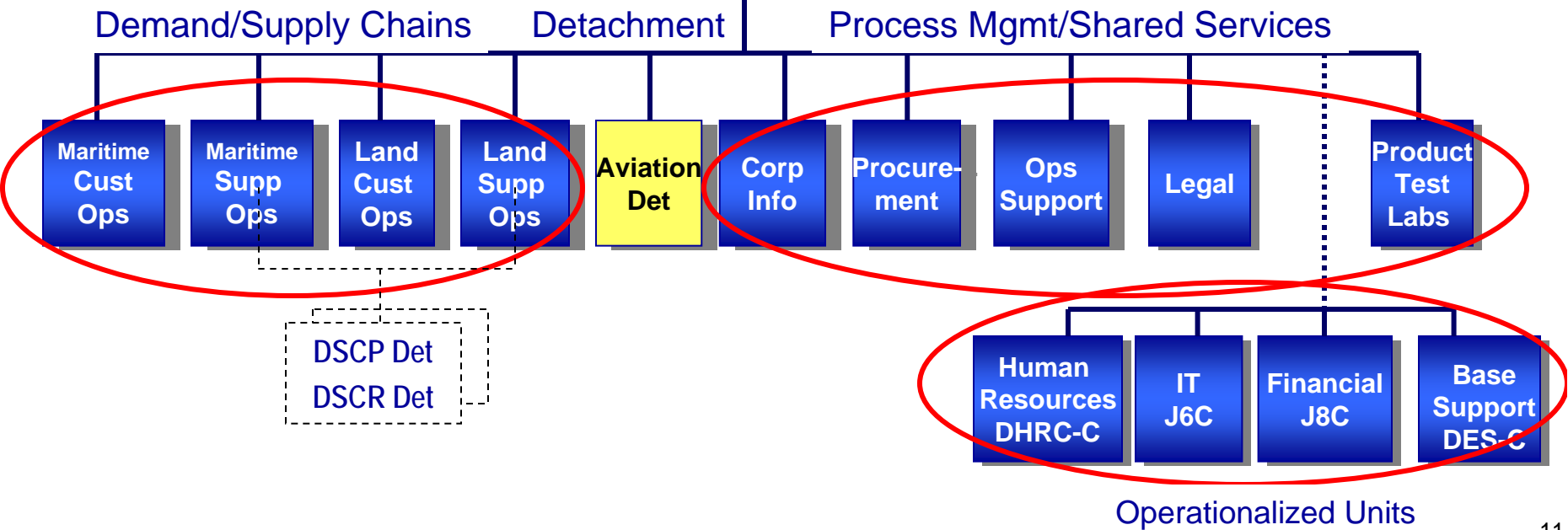
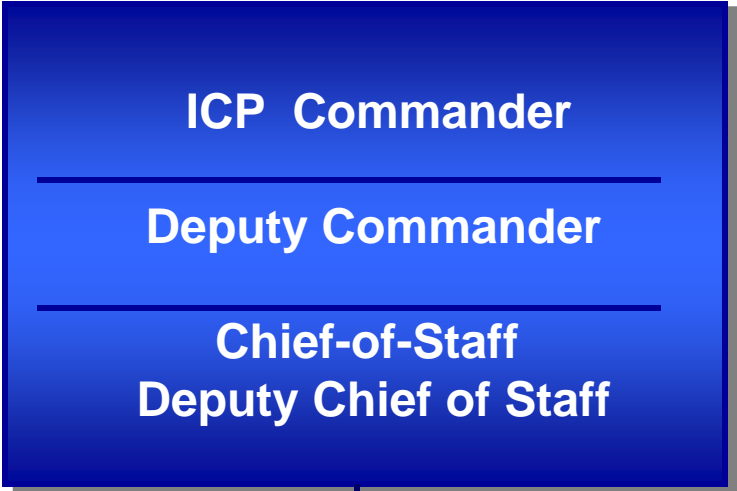


“Today”

Land & Maritime
2006



DSCC ICP... Organization





Land & Maritime Business Profile



Culture

Sales Trend

- FY02 \$2.3B
- FY05 \$3.1B
- FY06 (proj) \$3.2B

Sales by Supply Chain

- Land \$1.4B
- Maritime \$1.7B
- Aviation \$0.6B*

Foreign Military Sales

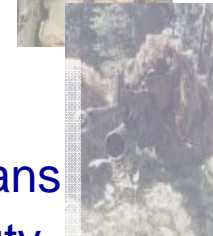
- Sales: \$240M
- Supporting 90 nations

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





L&M Personnel



• Land Demand Chain	151
• Land Supply Chain	482
• Maritime Demand Chain	101
• Maritime Supply Chain	973
• Process Management	690
	<u>2397</u>

* Columbus Aviation Detachment: 220



BSM IT Components



BSM Program Primary Components

SAP

- Order Fulfillment
- Procurement
- Financial Management
- Tech Quality

DPACS Suite

- Solicit
- Award
- Report

manugistics

- Demand Planning
- Supply Planning
- Collaborate

BW and Crystal Reports



BSM Attributes

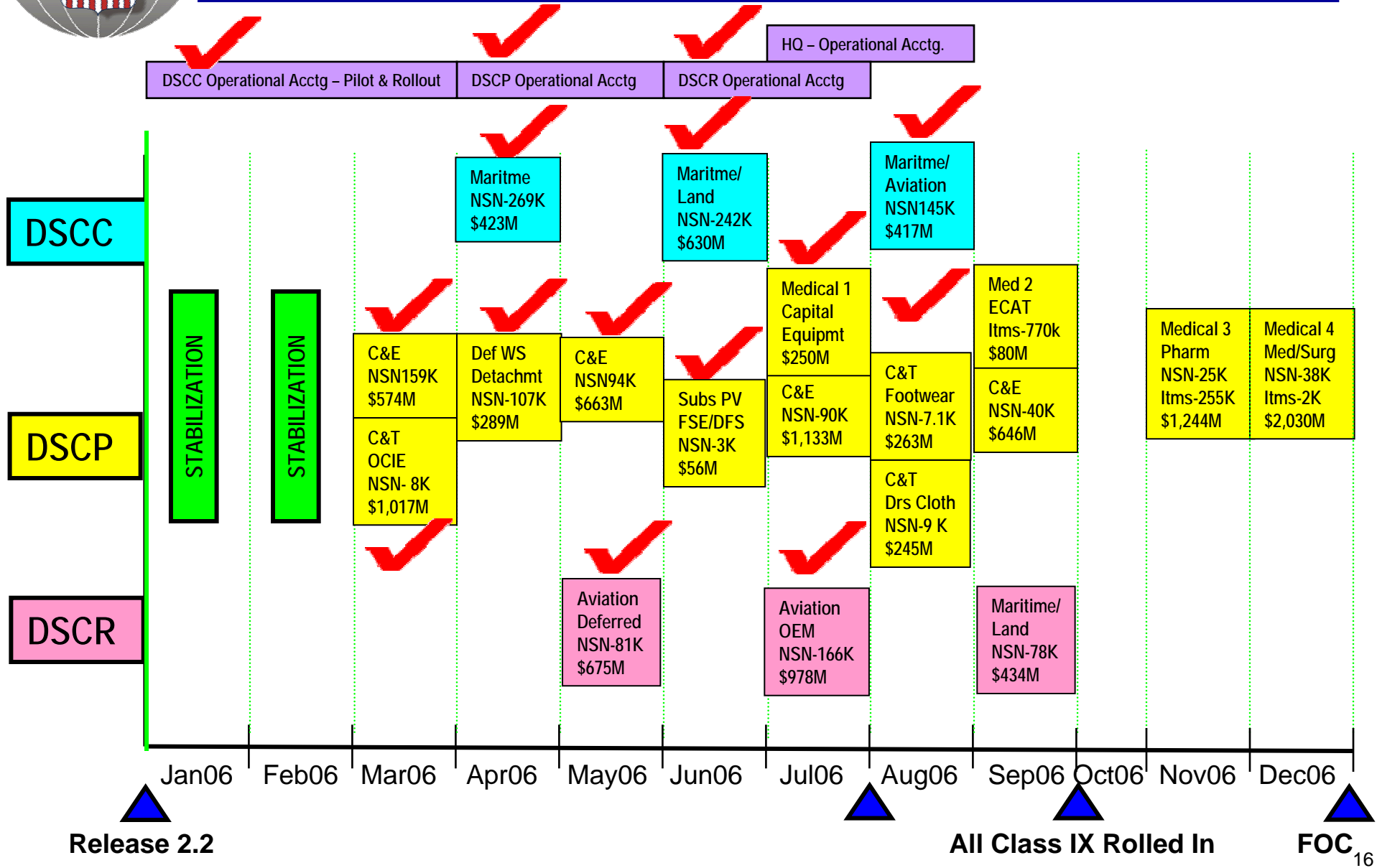


- Characteristics

- Real Time
- Enterprise System – Covers all Supply Chains
- Fully integrated across all functional process areas
- Financially compliant
- Integration of multiple COTS products (SAP, MANU)

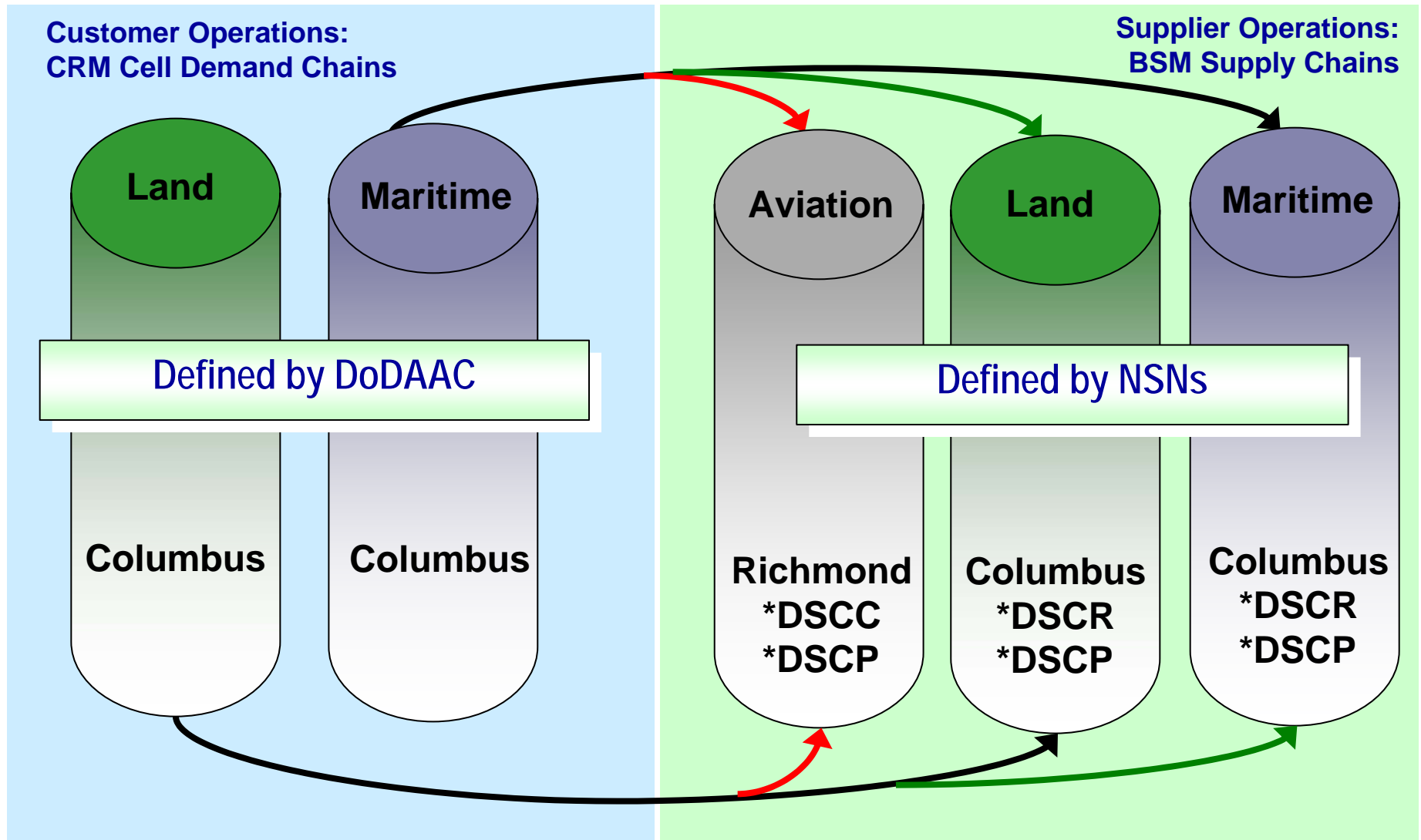


Rollout Schedule





Demand/Supply Chain





DSCC Supply Chains



Land



- Wheeled Vehicles



- Tracked Vehicles

- Batteries



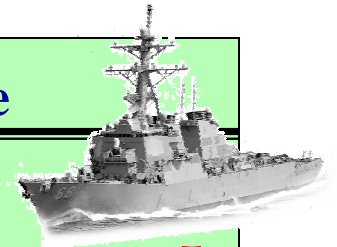
- Nuts & Washers



- Converters



Maritime



- Valves/Hardware



- Fluid Handling



- Electronics



- Bearings



- Motors



- Packing/Gaskets

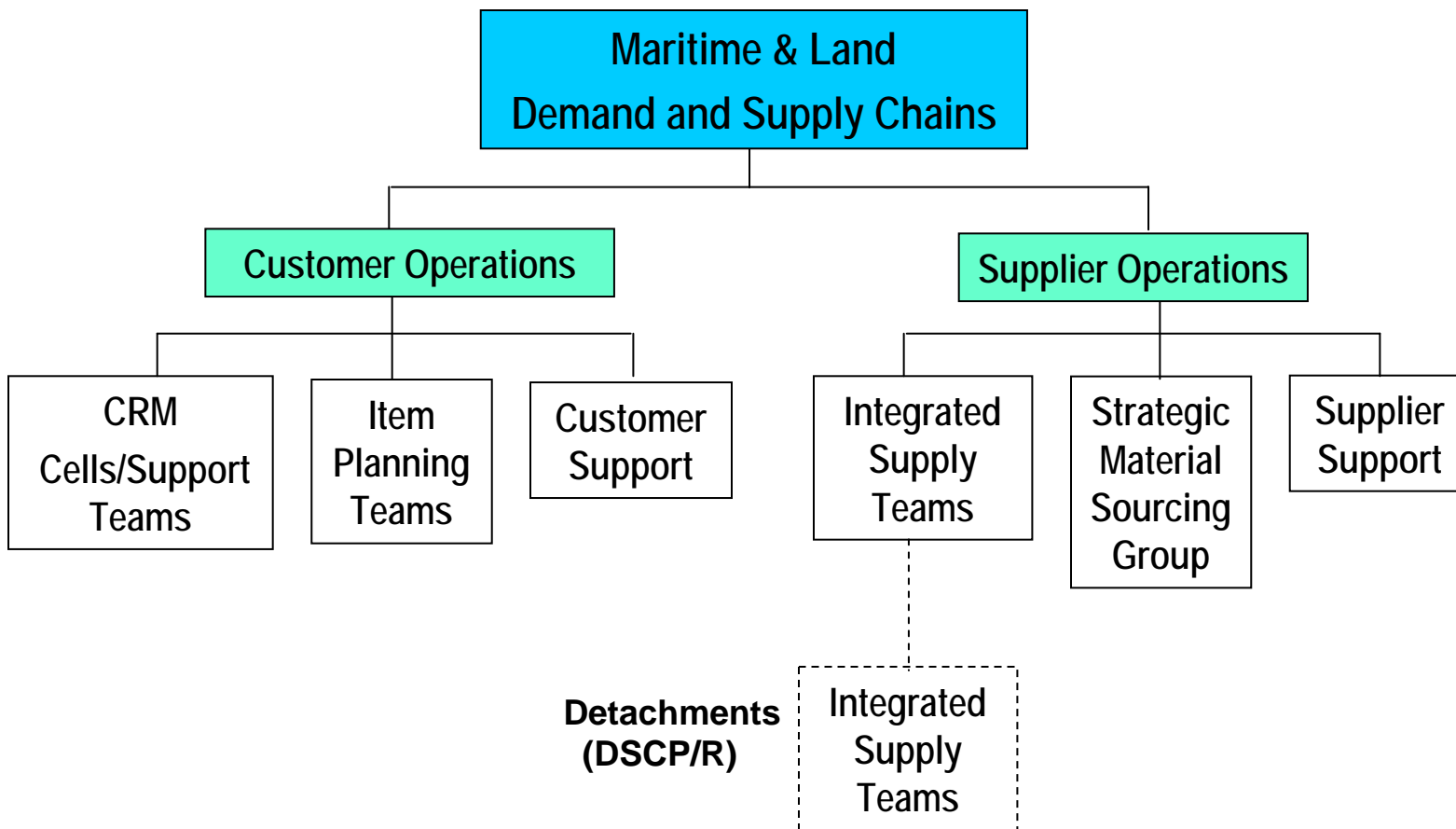




BSM Organization Model



Keep Focus on Accountability for planning customer's requirements



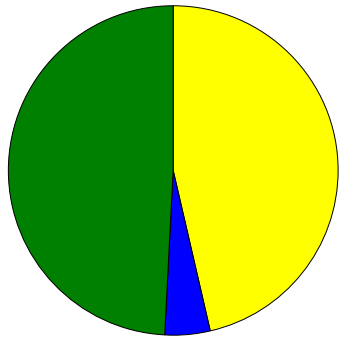
Keep Focus on Accountability for obtaining customer's requirements



Supply Chain NSN Distribution



Land Supply Chain (NSNs)

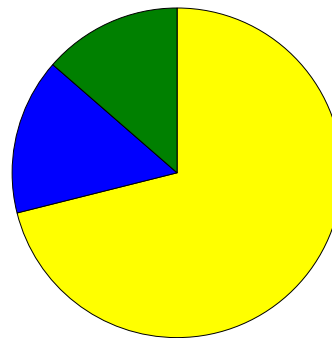


Total = 364,861

Columbus = 166,809
Richmond = 14,608
Philadelphia = 183,444

Note: Land Items Dominated by Col and Philly

Maritime Supply Chain (NSNs)

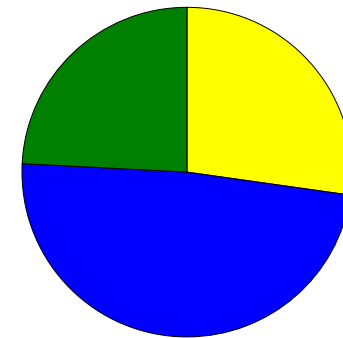


Total = 1,668,043

Columbus = 1,185,830
Richmond = 255,068
Philadelphia = 227,145

Note: Columbus Items Heavily Influenced by Electronics

Aviation Supply Chain (NSNs)



Total = 1,230,587

Columbus = 328,420
Richmond = 600,981
Philadelphia = 301,186

Note: Heavy Aviation Presence at All Three Locations

 Columbus

 Richmond

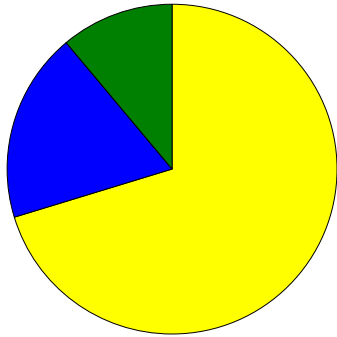
 Philadelphia



Supply Chain Annual Demand Value Distribution



Land Supply Chain (ADV)



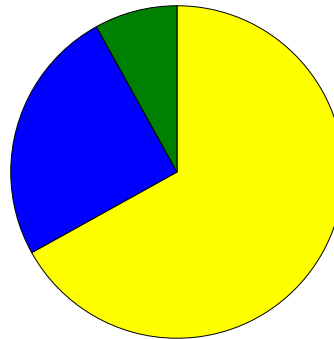
Total = \$1,491M

Columbus = \$1,196M

Richmond = \$186M

Philadelphia = \$108M

Maritime Supply Chain (ADV)



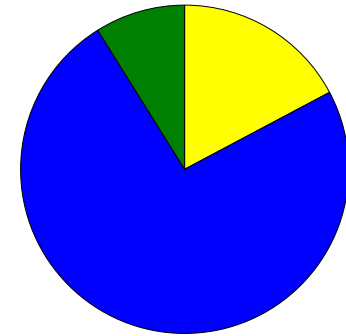
Total = \$1,223M

Columbus = \$806M

Richmond = \$324M

Philadelphia = \$94M

Aviation Supply Chain (ADV)



Total = \$2,845M

Columbus = \$423M

Richmond = \$1,814M

Philadelphia = \$608M

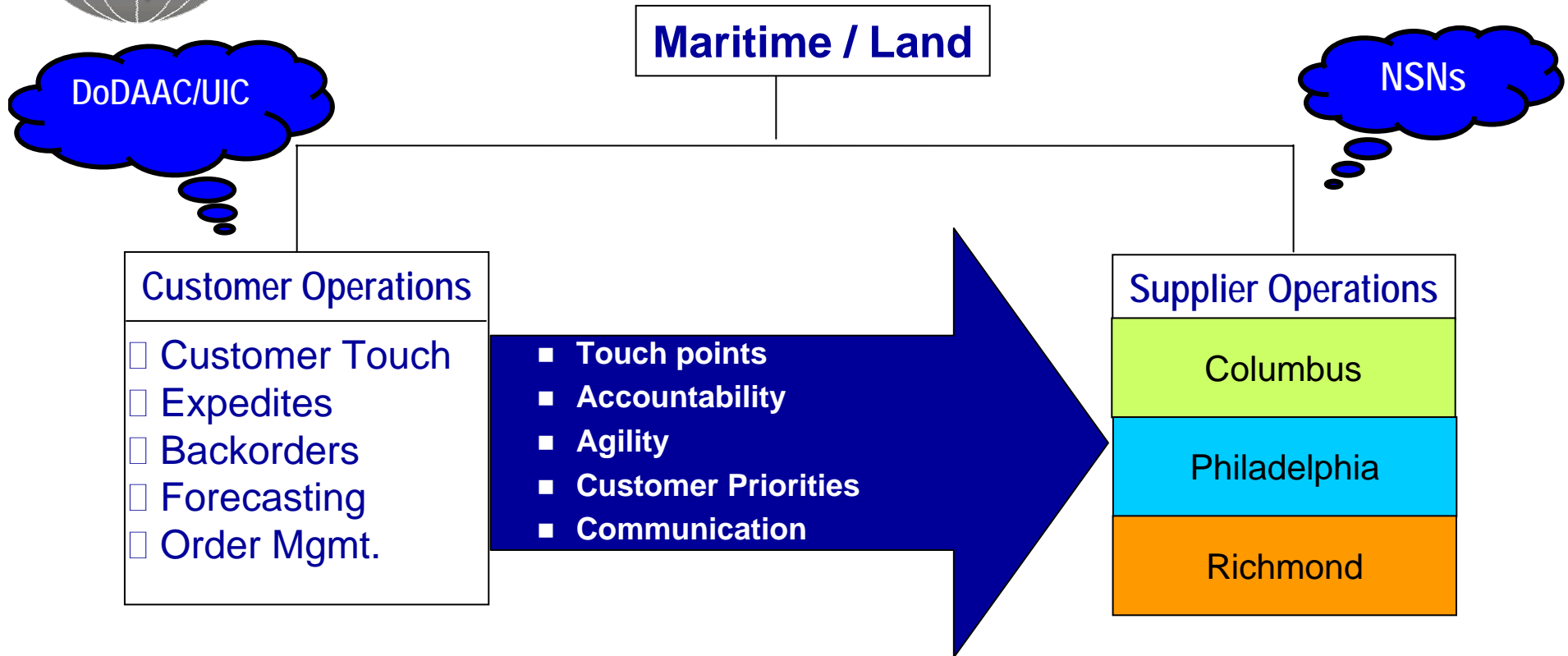
 Columbus

 Richmond

 Philadelphia



BSM Organization



Learning/Growing With New Structure



“Tomorrow”

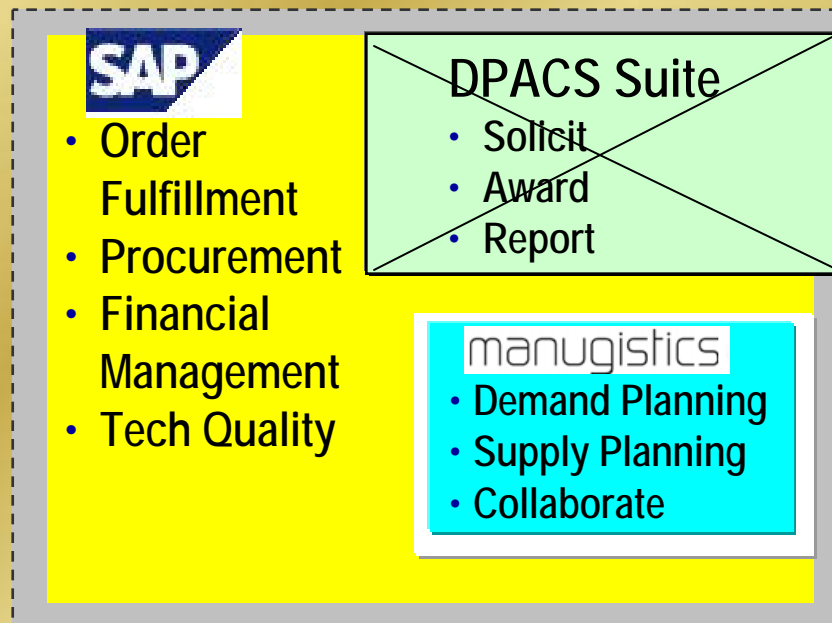
Land & Maritime
Post - 2007



BSM IT Components



BSM Program Primary Components



BW and Crystal Reports

E-Procurement
replacement





Supply Chain NSN Distribution



Land Supply Chain (NSNs)	Maritime Supply Chain (NSNs)	Aviation Supply Chain (NSNs)
<p>Total: 361,325 (Pre-BRAC)</p> <p>Total: 365,061 (DLR's - 3,736) (Post-BRAC)</p>	<p>Total: 1,652,751 (Pre-BRAC)</p> <p>Total: 1,661,194 (DLR's - 8,443) (Post-BRAC)</p>	<p>Total: 1,220,458 (Pre-BRAC)</p> <p>Total: 1,247,711 (DLR's - 27,253) (Post-BRAC)</p>



Supply Chain Annual Demand Value Distribution



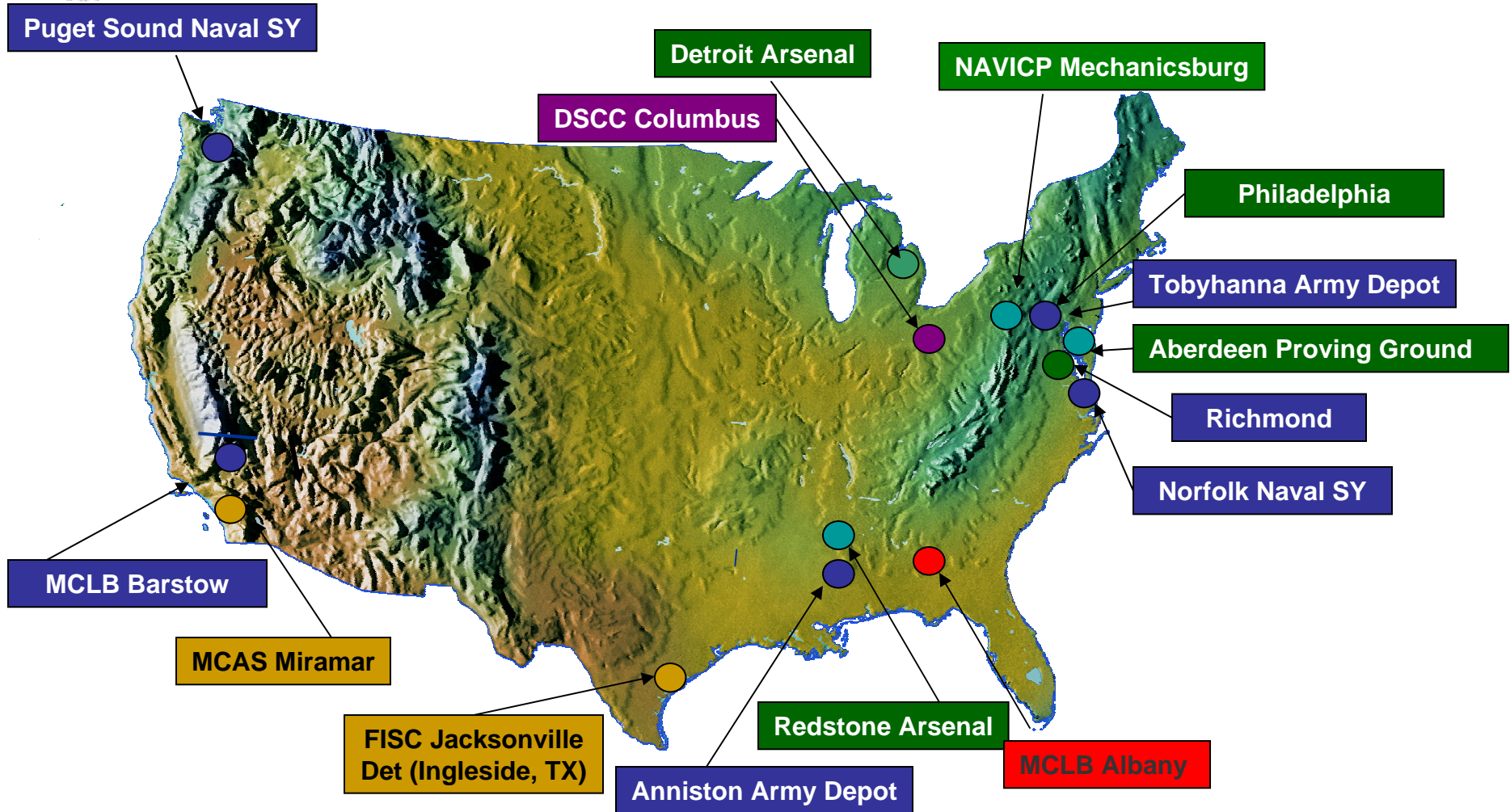
Land Supply Chain (ADV)	Maritime Supply Chain (ADV)	Aviation Supply Chain (ADV)
Total = \$1,017M (Pre-BRAC)	Total = \$1,323M (Pre-BRAC)	Total = \$2.648M (Pre-BRAC)
Total = \$3.4B (DLRs - \$3.425B) (Post-BRAC)	Total = \$2.1B (DLRs - \$.679B) (Post-BRAC)	Total = \$13.3B (DLRs - \$13.269B) (Post-BRAC)



BRAC 05 Implementation



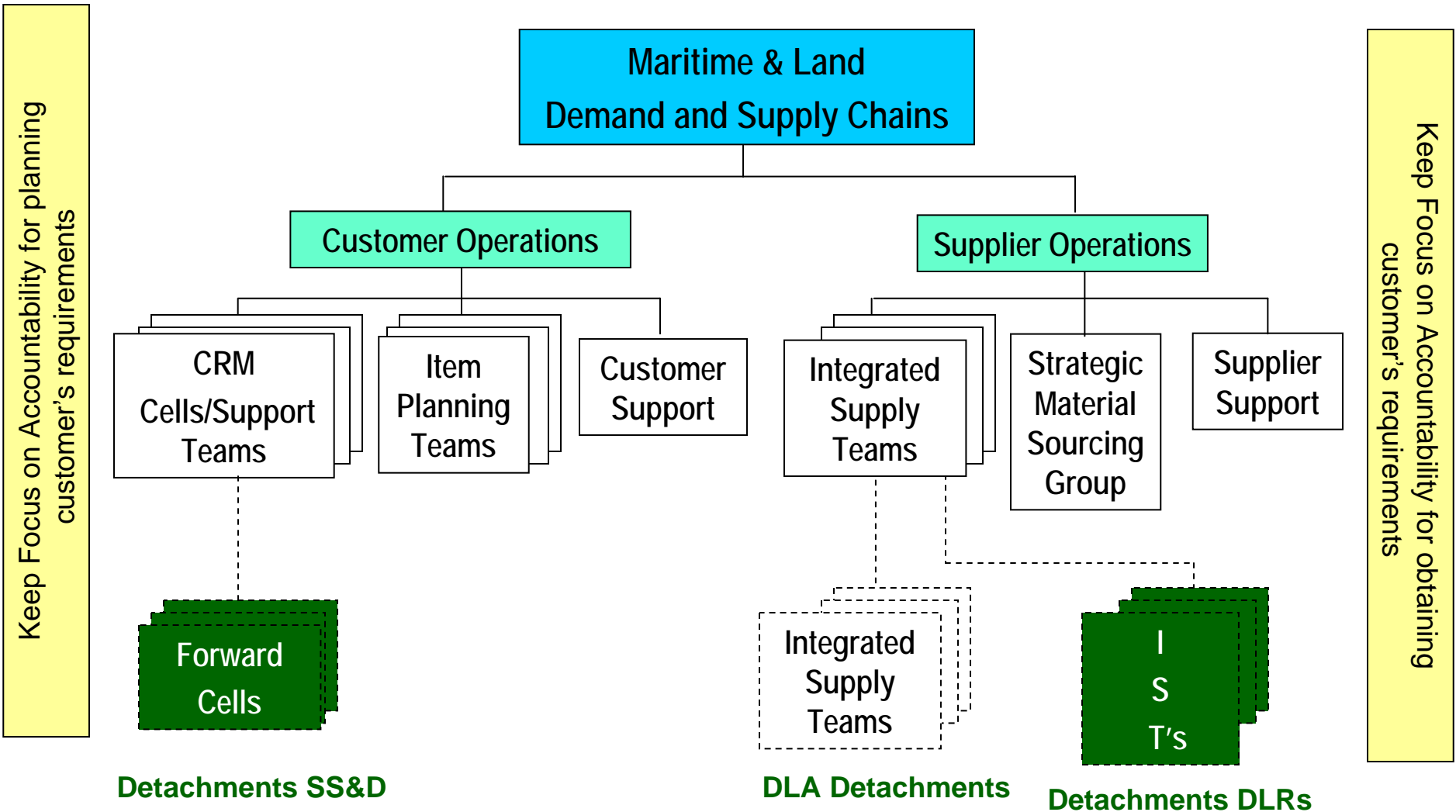
Future DoD Enterprise Responsibilities (DLRs/NIMS/Supply, Storage, Distribution)



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



BSM Organization Model





L&M Personnel



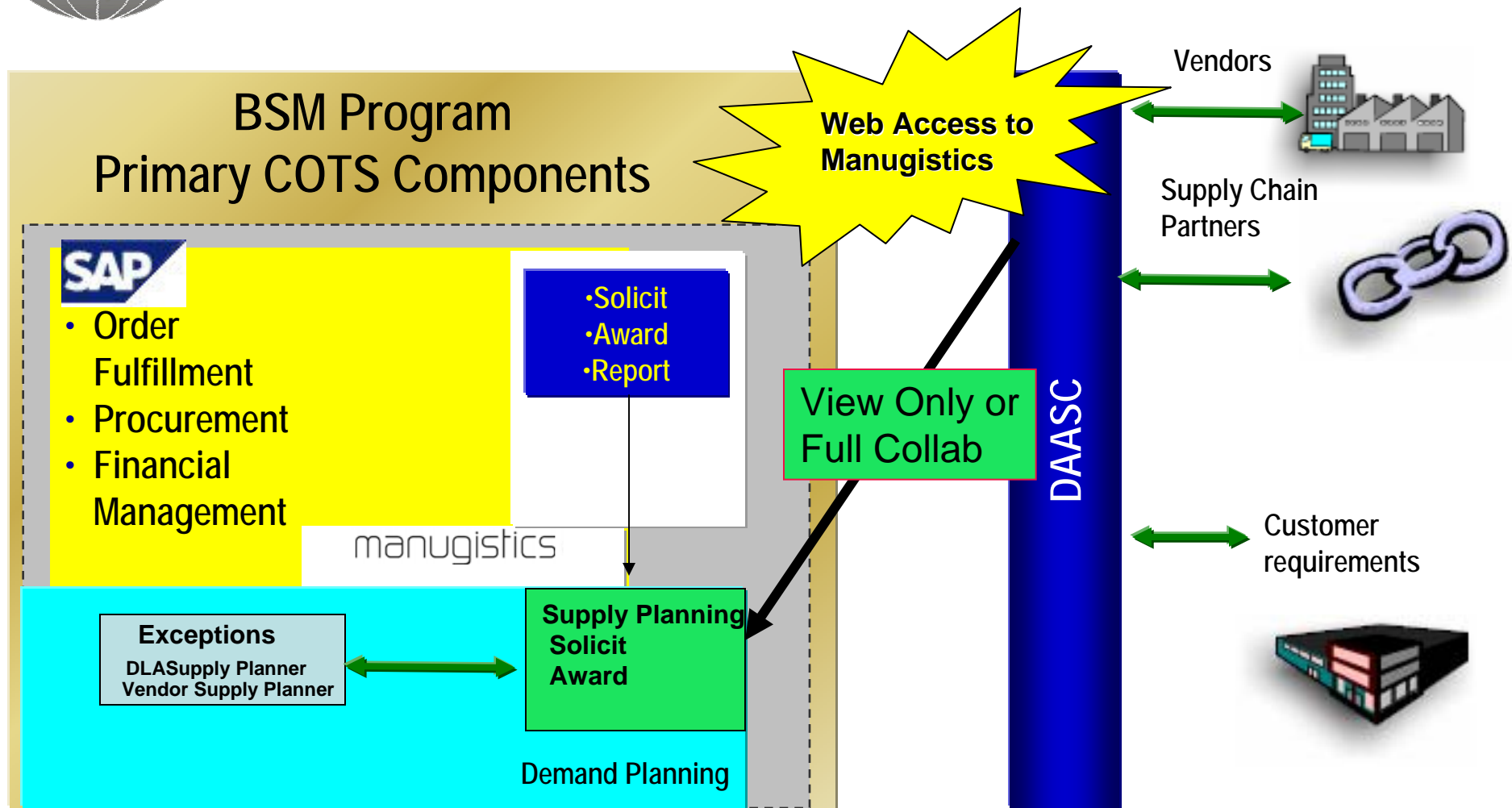
		DLRs CIT
• Land Demand Chain	151	
• Land Supply Chain	482	
• Maritime Demand Chain	101	287
• Maritime Supply Chain	973	
• Process Management	690	
	<u>2397</u>	<u>2684</u>

* Columbus Aviation Detachment: 220



Supplier Collaboration

Sole Source or Long Term Contract Items



Sole Source & Long Term Contracts



Summary



Yesterday... Today... Tomorrow



Yesterday

Today

Tomorrow

<ul style="list-style-type: none"> • Lead Centers 	<ul style="list-style-type: none"> • Demand/Supply Chain 	<ul style="list-style-type: none"> • Demand/Supply Chain
<ul style="list-style-type: none"> • Land/Maritime/Aerospace/Commodities 	<ul style="list-style-type: none"> • Land & Maritime plus DLA Detachments 	<ul style="list-style-type: none"> • Land & Maritime plus DLA Dets plus Service, Dets
<ul style="list-style-type: none"> • Physical Site 	<ul style="list-style-type: none"> • DLA Enterprise 	<ul style="list-style-type: none"> • DoD Enterprise
<ul style="list-style-type: none"> • Single Point Accountability 	<ul style="list-style-type: none"> • Customer Facing 	<ul style="list-style-type: none"> • Customer Facing/Supplier Facing
<ul style="list-style-type: none"> • COBOL/BATCH/SAMMS/DPACs 	<ul style="list-style-type: none"> • SAP/MANU/ DPACs 	<ul style="list-style-type: none"> • SAP/MANU/E-Procurement



Yesterday...Today... Tomorrow



Yesterday

Today

Tomorrow

<ul style="list-style-type: none"> • Non-Critical Consumables 	<ul style="list-style-type: none"> • All Consumables 	<ul style="list-style-type: none"> • Consumables & DLRs
<ul style="list-style-type: none"> • Single Item Contracts 	<ul style="list-style-type: none"> • LTCs/Corporate Contracts/SSA's/SCAs/PVs 	<ul style="list-style-type: none"> • PBLs/TVR, VMI, SSA's / SCAs
<ul style="list-style-type: none"> • GWOT Funding 	<ul style="list-style-type: none"> • Budget/Supplemental/"Bridge" Supplemental 	<ul style="list-style-type: none"> • Declining Budgets ??
<ul style="list-style-type: none"> • Wholesale 	<ul style="list-style-type: none"> • Wholesale 	<ul style="list-style-type: none"> • Wholesale & Retail



Packaging



PACKAGING GLOBAL LOGISTICS SUPPORT

With Excellence

DLA



Packaging



- Items NOT going into stock shall be packaged in accordance with standard commercial practice as defined in ASTM D-3951 (Latest Revision is 98) Some Items Intended for packaging by ASTM D-3951* include:
 - Items intended for immediate use
 - Items for not mission capable supply
 - Items intended for depot operational consumption



Packaging (continued)



- Small parcel shipments (CONUS), not for stock
- Direct vendor deliveries (CONUS)



Packaging (continued)



- Items going into the military distribution center
- MIL-STD-2073-1d requirements apply to
 - Items expected to enter the military distribution system
 - Items delivered during wartime
 - Items requiring reusable containers
 - Items intended for delivery at sea



Levels of Protection



•Levels of Protection

- A means of specifying the level of Military Preservation and Packing that a given item requires to ensure that it is not degraded during shipment and storage

- MIL-STD-2073-1d Levels of Preservation are designed to protect an item during shipment, handling, undetermined storage, and distribution to consignees worldwide.



Levels of Protection (continued)



- Level A is the level of packing required for protection of material against the most severe worldwide conditions known or anticipated to be encountered during shipment, handling and storage
- Level B is the level of packing requirement for protection of material under moderate (anticipated) worldwide shipment, handling and storage



Basic Methods of Military Preservation



- Physical protection
- Preservative coating only
- Waterproof protection
- Watervaporproof protection
- Watervaporproof protection with desiccant



Methods



- Method 10 (Formerly Method III)
 - Physical protection
 - Protection from physical damage and mechanical malfunction
- Types of items to be preserved
 - Plastic, ceramics, glass, painted metal, finished wood products



Methods (continued)



- Method 20 (Formerly Method I)
 - Preservative coating only (with Grease proof wrap, as required)
- Method 31 (Formerly Sub-Method IC-3)
 - Waterproof bag, sealed
 - Waterproof enclosure, with preservative as required



Methods (continued)



- Method 32 (Formerly Sub-Method IC-2)
 - Container, waterproof bag, sealed
- Method 33 (Formerly Sub-Method IC-1)
 - Greaseproof-waterproof bag, sealed
 - Waterproof or waterproof-greaseproof enclosure, with preservative as required



Methods (continued)



- Method 41 (Formerly Sub-Method IA-8)
 - Watervaporproof bag, sealed
- Method 42 (Formerly Sub-Method IA-14)
 - Container, bag, sealed, container
- Method 43 (Formerly Sub-Method IA-16)
 - Floating watervaporproof bag, sealed
- Method 44 (Formerly Sub-Method IA-13)
 - Rigid container (other than metal)



Methods (continued)



- Method 45 (Formerly Sub-Method IA-5)
 - Rigid metal container, sealed
- Method 51 (Formerly Sub-Method IIc)
 - Watervaporproof bag, sealed with desiccant
- Method 52 (Formerly Sub-Method II-B)
 - Container, watervaporproof bag, sealed, container
 - Watervaporproof enclosure, with desiccant with preservative as required



Package Markings



- Identification Markings
 - NSN, cage code and part number, nomenclature, quantity and unit of issue,
- Bar Code Markings
 - NSN & serial number (unit and intermediate pack
 - NSN, contract number and cage (& serial number) on exterior shipping containers



Package Markings (continued)



- Address Markings
 - Uses military shipping label, transportation control number, DODAAC of ultimate consignee, and piece number must be bar coded when shipment is destined into the Defense Transportation System
- Special Markings
 - Hazardous material, expiration, inspection or pack date, arrows, fragile, special handling



Unit & Intermediate Container Label Example



2910004567416

2910-00-456-7416
CAGE 57685 PN 341
CARBURETOR
1 EA
DAA625-03-C-1056
M41 02/05

MFD DATE 01/03
EXP DATE 01/06
SER NO 1157

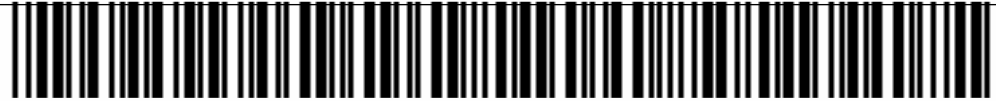


1157

*MFD and EXP Date for Shelf Life Items and Serial Numbers only if Applicable.



Exterior Container Label Example



2910004567416

2910-00-456-7416
CAGE 57685 PN 341
2 EA



DAA62503C1056

DAA625-97-M-1056
M41 02/01



57685

WT 14

MFD DATE 01/03

EXP DATE 01/06

SER NO 1157

1158



1157



1158



Military Shipping Label (MSL)

Sample – CONUS Shipment



TCN			
S1501A4202A453XXX			
From		73342	TAC / Type Service / Postage
ATGM			FRT LTL
4700 WEST 10TH ST			
INDIANAPOLIS IN 46222-3277			
Piece	1 OF 1	Weight (lb.)	Date Shipped
		1210	07/20/04
		Cube (ft.)	RDD
		60	340
			Project
			FMS Case
Priority	MSL, Supply & TCMD Data		
3			
POD			
Ship To / POE	TRANSPORTATION OFFICER DDSP NEW CUMBERLAND FACILITY BUILDING MISSION DOOR 113-143 NEW CUMBERLAND PA 17070-5001		
Ultimate Consignee / Mark For Consignee	TRANSPORTATION OFFICER DDSP NEW CUMBERLAND FACILITY BUILDING MISSION DOOR 113-134 NEW CUMBERLAND PA 17070-5001		
	W25G1U		

The label contains Address Markings

The 2D Bar Code contains Address Markings and Inventory Control Information
 FOB Destination TCN uses letter “X” and the five digit CAGE Code, Four Digit Julian Date, first letter of the company name, last three digits of Shipment Number from DD 250, Suffix Number, Partial Shipment Code and Split Shipment Code (Usually “XXX”)



Special Markings



- Shelf-life
- Project Code
- Fragile/ Delicate
- Method 50
- Expedited Handling
- Hazardous Materials
- Oxygen Cleaned
- ESD





Special Markings



- **Shelf Life**
 - Shown below identification data on unit, intermediate and exterior containers

Type I (non-extendable):

MFD DATE 10/01

EXP DATE 10/06

Type II (extendable):

ASSEMBLED DATE 10/01

INSP/TEST DATE 10/04

Rubber or ELASTOMER (Type I or II):

CURED DATE 4Q01

INSP/TEST DATE 4Q05



Special Markings



Project Code



Special Handling

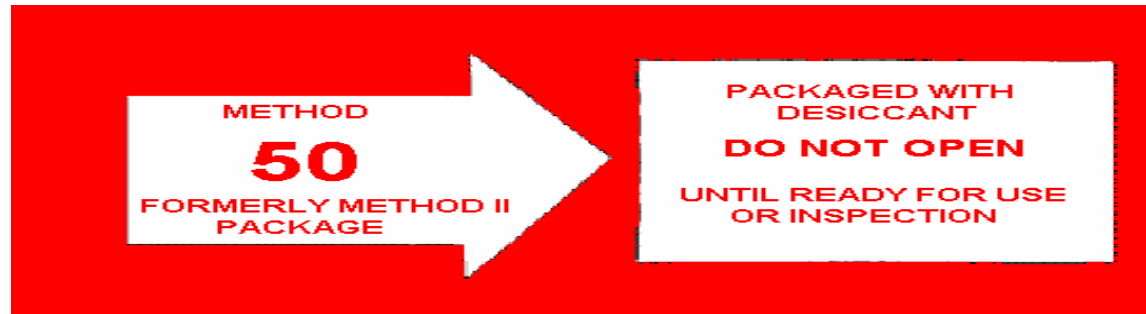




Special Markings (continued)



Method 50





Special Markings (continued)



Expedited Handling



NMCS

NSN 7540-00-139-4835
5004-102

OPTIONAL FORM 84 (REV. 2-84)
PREVIOUS EDITION NOT USABLE



Special Markings (continued)



Electrostatic Discharge (ESD) Sensitive



Unit Pack



Intermediate and Exterior Pack



Special Markings (continued)



DOT Hazardous Materials

- Proper Shipping Name
- UN Number
- Hazard Labels





Special Markings (continued)



Culture

UN Performance Specification

Example of a Single or Combination Marking:

a b c d e f g h

u
n **4G / Y 7.4 / S /99/USA /DOD**

- (a) The United Nations Symbol
- (b) Type of Packaging Code
- (c) Packing Group:

X = PG I, II and III
Y = PG II and III
Z = PG III Only

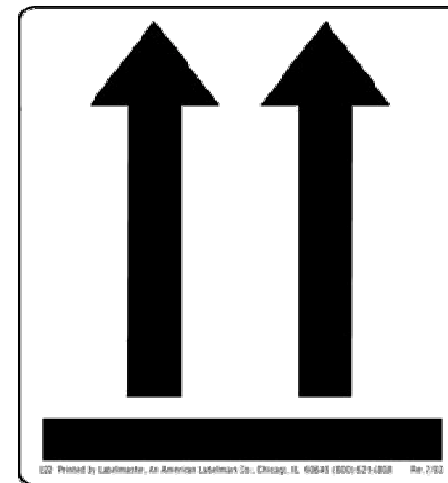
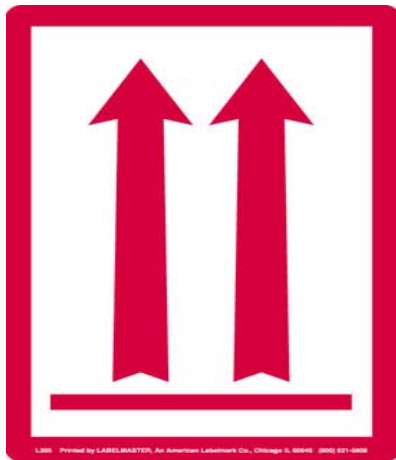
- (d) Maximum Gross Mass (In Kilograms)
- (e) Letter "S" , Solid or Inner Packagings
- (f) Year of Manufacture or assembly
- (g) State (Country) authorizing mark
- (h) Symbol of Manufacturer/Certifier



Other Marking and Labels



Package Orientation Marking





Other Markings and Labels

(continued)



Culture



- Cargo Aircraft Only Label
- DD 1387-2 Special Handling Form



DSCC Packaging Web Site



<http://www.dsccl.dla.mil/Offices/Packaging>

➤ Please visit our booth for any additional information you may need and to get an on-line demonstration of our web site.



Customer Pay

A Government / Industry Partnership

Presented to the
NDIA/DSCC Land & Maritime Symposium
By
Ed Peters
President AM General Defense





HMMWV



HUMMER H1

Products



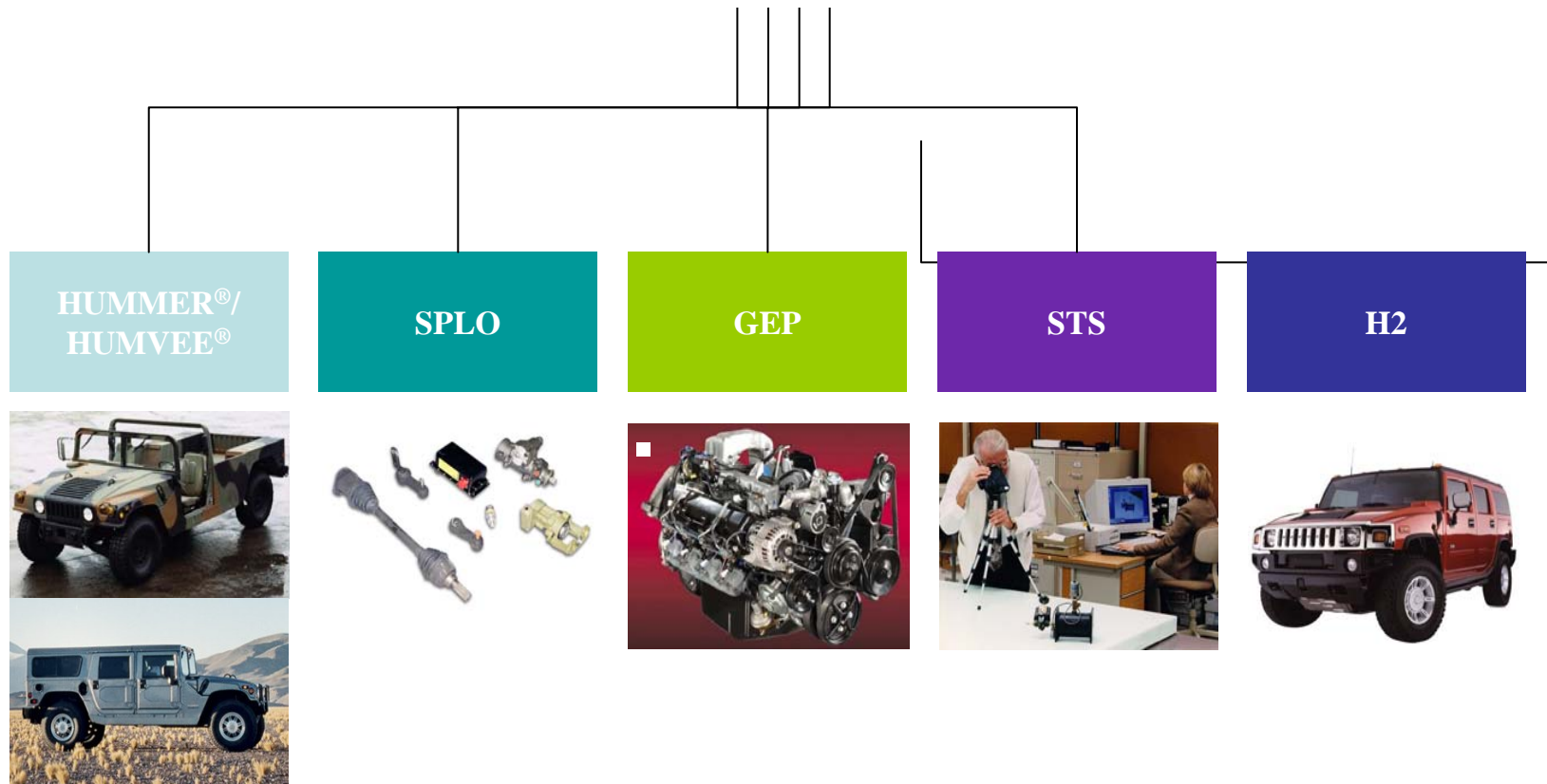
HUMMER H2



6.5 Liter



Business Units





Best Business Practices



- Collaborative Relationships
 - Strategic Suppliers Alliance
 - Corporate Contract
 - Long Term Contracts
 - Communications & Partnering
- E Business
 - Vendor Initiated Parts Re-supply
 - Direct Vendor Deliveries
- Alpha Contracting
- Lean Initiatives
 - Inventory Reduction
 - Reduced Lead times
- Performance Based Agreements
- Third Party Logistics



“Customer Pay” & HMMWV RECAP

- What is Customer Pay
- Negotiations / Contract Phase
- Implementation / Operational Phase
- Lessons Learned



Customer Pay OSD Guidance

- Mr. Wynne, Then - Under Secretary of Defense for Acquisition, Technology & Logistics
- Initial Guidance – Jan 04
- Goals:
 - Drive supply chain responsibility to vendor
 - DOD pays for materials when delivered to the end user



The Pilot Program

- Customer Pay Concept
- Performance Based Agreement
- Use E-Commerce
 - Web Portal
- Support a Major Program
 - HMMWV RECAP
 - Two Depots Letterkenny & Red River

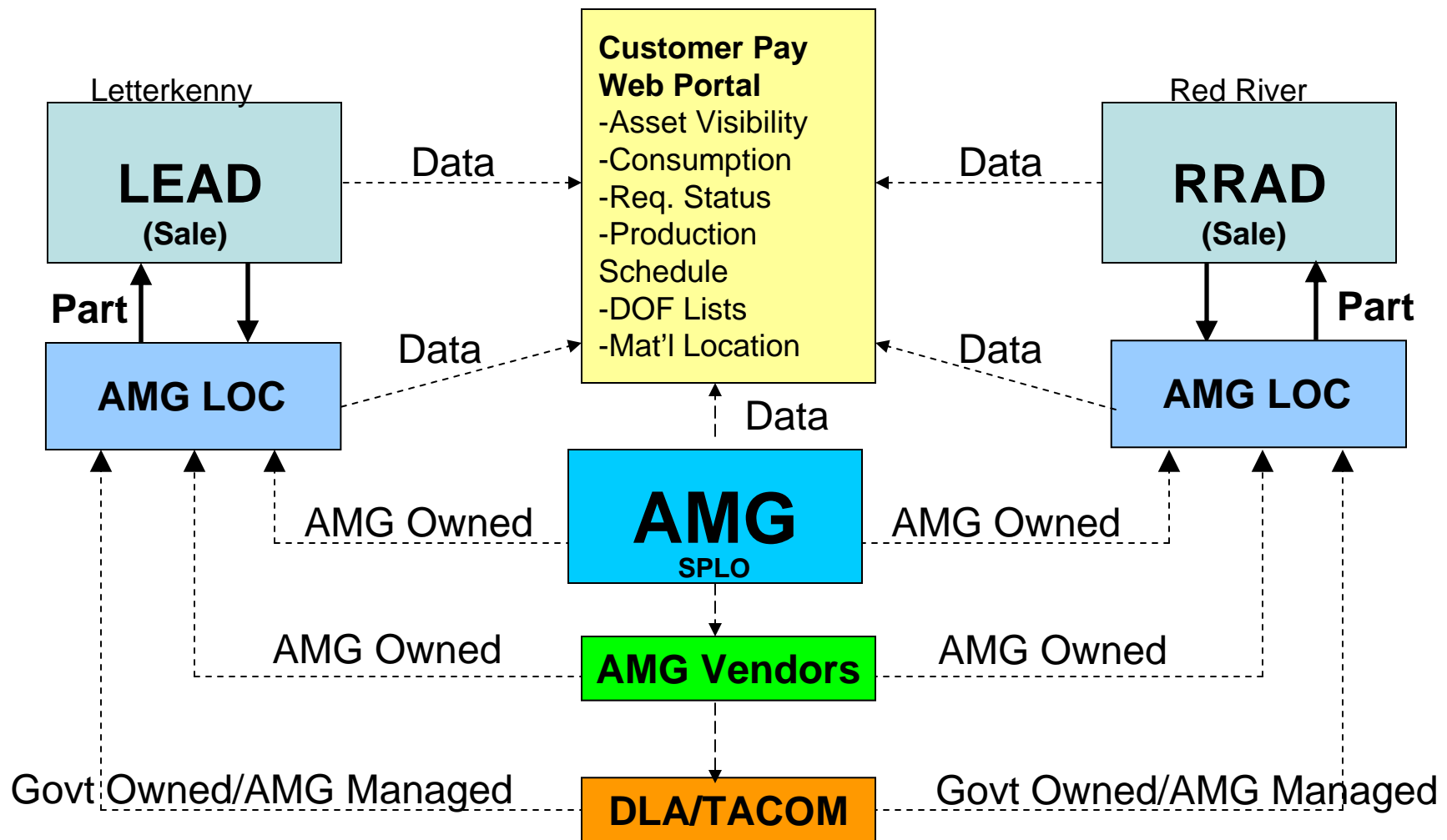


The Concept

- Establish a Performance Based Agreement (PBA) between TACOM, DLA & AMG in Support of Depot RECAP .
- Shift Materiel Management Responsibilities to AMG for: LEAD, RRAD & MMA.
- Move Point of Sale to Point of Use.
- Alpha Contract DLA & AMG.
- Information Sharing Via Web Portal



Depot Recap



DOF = Depot Overhaul Factor



CUSTOMER PAY

WEB INFORMATION PORTAL



Home MMA Material Mgt Config Mgt Documents Tools Profile Help Logoff

Supply Status Report for LEAD and RRAD [Click here](#) to download (tab delimited format)

Red: 5 days or less - Amber: between 5 and 15 days - Green: 15 days plus

** Stock Data is historical data provided by AMG; workstation, kitting and bin configurations are provided by each depot. **

NSN	NOMENCLATURE	AMG P/N	UI	OWNER	SRCE	WHOLESALE	DUE IN	DOF	LEAD			STATUS	RRAD		
									AMG OH vs. 30 DAY	NO. DAYS SUPPLY			DOF	AMG OH vs. 30 DAY	NO. DAYS SUPPLY
2510011883228	GUARD,HOOD	EC12338923-2	EA	DLA	SMS		5809	0.360	257 / 116	30 +	●	0.500	84 / 200	13	●
2510011931807	DOOR, METAL, SWING LH	12340028-1S	AY	DLA	SMS			0.200	181 / 64	30 +	●	0.100	207 / 40	30 +	●
2510012481340	HOOD,ENGIN	000000000005716532	EA	DLA	SMS		5481	0.250	117 / 80	30 +	●	0.300	77 / 120	19	●
2510012518548	INSULATION	000000000012339044	EA	DLA	SMS			0.050	303 / 16	30 +	●	0.100	96 / 40	30 +	●
2530011856714	PISTON,DIS	000000000005578803	EA	DLA	SMS			0.010	312 / 4	30 +	●	0.800	430 / 320	30 +	●
2590012484873	ARM,CONTRO	000000000012338738	EA	DLA	SMS		13934	2.000	1123 / 640	30 +	●	2.000	314 / 800	12	●
2530013338263	CALIPER AS	000000000012342342	AY	DLA	SMS		209	1.000	1672 / 320	30 +	●	1.000	1525 / 400	30 +	●
2530013946168	PARTS KIT,	57K0275	EA	DLA	SMS			0.030	94 / 10	30 +	●	0.300	427 / 120	30 +	●
2540011766521	GUARD,SPLA	000000000012446953	EA	DLA	SMS		75	0.340	201 / 109	30 +	●	1.000	298 / 400	22	●
2540011924500	RETAINER,A	12338849G1	EA	DLA	SMS		368	0.200	172 / 64	30 +	●	0.400	496 / 160	30 +	●
2540011975448	SUPPORT,SE	12339026G1	EA	DLA	SMS		3666	0.800	392 / 256	30 +	●	0.900	164 / 360	14	●
2540012141568	PIVOT SHAF	000000000012338831	EA	DLA	SMS			1.000	671 / 320	30 +	●	0.900	102 / 360	9	●
2540013142101	ARM,REARVI	000000000012342138	EA	DLA	SMS			0.010	76 / 4	30 +	●	0.001	375 / 1	30 +	●
2590012612637	MOLDING,ME	EC12338907	EA	DLA	SMS		8098	0.560	440 / 180	30 +	●	0.500	119 / 200	18	●
2590012633254	BEZEL,AUTO	12338838-2G1	EA	DLA	SMS		7733	1.000	141 / 320	13	●	1.000	7 / 400	1	●

[click on the NSN or Status Color for details and transaction history. Javascript must be enabled to view drill-down information.]





Material Management

AMG/Gov't Sourced Backup Stock	DLA/TACOM Supplied Material
	AMG Supplied Material

- 1,120 Parts
 - Sourced to Team Member
- Use Multiple Sources as Backup
- AM General Manages and Accounts for all Material



Performance Base

- Forecast Parts Requirements
 - Predictable & Non Predictable
- Deliver Parts Directly to Assembly Line
- No Stock Outs, 100% Stock Availability
- No “G” Coded Vehicles
- Point of Use = Point of Sale
- Cheaper Than Current Process
 - What is the Baseline?
- Small Business Goals



Outside of the Box



- Teaming With Government Agency (Collaborative Partnering)
- Alpha Negotiation
- Web Portal
 - Systems Integration
 - Asset Visibility
- Managing Commercial and Government Supply Chains
- Receive, Store, Account for Government & Commercial Owned Material Within the Same Facility
- New Billing Process – Point of Use = Point of Sale
- Deliver Parts Directly to Production Line
- Compressed Time Frame



Risk Assessment



- Management of Government Owned Material
- Cash Flow Constraints.
 - Normal sales FOB origin. Customer Pay FOB Destination.
 - Huge Additional Inventory Investment.
- AMG Does Not Increase Market Share.
- Operate Two Remote Locations. (HR, IT, Facilities, 3rd PL).
- Systems Integration
 - Web Portal
 - Complexity of Managing GFM
- New Contracting Instrument, Performance Based Logistics, PBA.
- AMG Does Not Control the Entire Supply Chain or the Assembly Line Operation.
- AMG is focal point if program fails.
 - 100% stock availability
 - Predictable & Unpredictable Parts Demands
 - Lower Costs



Executive Assessment

- AM General is Responsible for Insuring 100% Stock Availability
- Four Key Elements to a Successful Program
 - Responsiveness of DLA's Supply Chain
 - Responsiveness of TACOM's Web Portal & Supply Chain
 - Accuracy of the Depot's Schedule and Forecasting Data
 - AM General's Supply Chain Management Skills
- AM General only Control's One of These Elements



CEO's Guidance



- Build a Business Case
- Optimum Situation AMG Source All Parts
 - No Dependence on Other Sources
- AM General Does Not Take Title of TACOM and DLA Material
- Clarify the Concept for Handling Government Inventory
- Clearly Define AMG and DLA Responsibilities
- Continue Discussions to Build the Business Case



Key Negotiating Points

- Delivery & Acceptance
 - When Title Transfers to the Government
- Forecasting Responsibilities
 - Not Held Responsible for Elements Beyond Control
 - Start Up Data and Running Changes to Build Schedule
- Buyback Clause
 - Government Caused Excess Inventory, Responsibilities & Limitations
- Start Date - 15 Weeks from Date of Signing Contract
- Clearly Defined and Articulated Responsibilities
- Performance Metrics
 - Need to Develop or Qualify Baselines and Metrics.
- Incentives
 - Ensure a Minimum or Base Profit



Partnering Why It Worked



- Open Communications
 - Trust
 - DLA
 - Strategic Supplier Alliance
 - Line of Balance
 - Corporate Contract
 - TACOM
 - VIPR
 - Top 20
 - Accurate Information
 - Answering Requests in a Timely Manner
- Common Goals



Challenges



- 53 Work Days
 - Build Customer Pay Team
 - Integrate Systems TACOM, DLA, AMG
 - Find and Lease
 - Two Warehouses in two remote locations
 - Equipment
 - Develop Processes and Procedures
 - Hire and Train Workforce
 - Source, Schedule and Receive Parts
 - Deliver Parts to the Assembly Line



Implementation Phase – 53



- Build Customer Pay Team
- 3rd Party
 - Set up LOCs
 - Hire & Train Touch Labor
- Holiday Season
 - Not all external players understood the urgency of the program
 - LOC receiving parts up to 2AM on kickoff day 17 Jan 06
- Complexity of Systems Integration
 - Time did not allow for all processes to be developed, debugged and tested before implementation
 - no reject codes, could not identify why data was rejecting
- Rescheduled Launch by Two Weeks



Implementation Challenges !



- Technical Data Issues
 - 130 instances - AMG part numbers did not cross to Government required NSN's
 - 109 instances - AMG unit of issue did not match NSN's
- Parts Could Come From Any Source AMG, DLA, TACOM, Depots – “just keep the line running”
- Accuracy of Initial Forecast Data
- Early in the Program the Depots Exceeded Forecasted Production Rates
- New SAP Procedures / Three Weeks to Train AMG and Subcontractors



Mission Accomplished

- Drive Supply Chain Responsibility to Vendor
 - AM General Managing Complex Supply Chain
- DOD Pays for Materials When Delivered to the End User
 - HMMWV RECAP Program
 - » Point of Use = Point of Sale



Successes

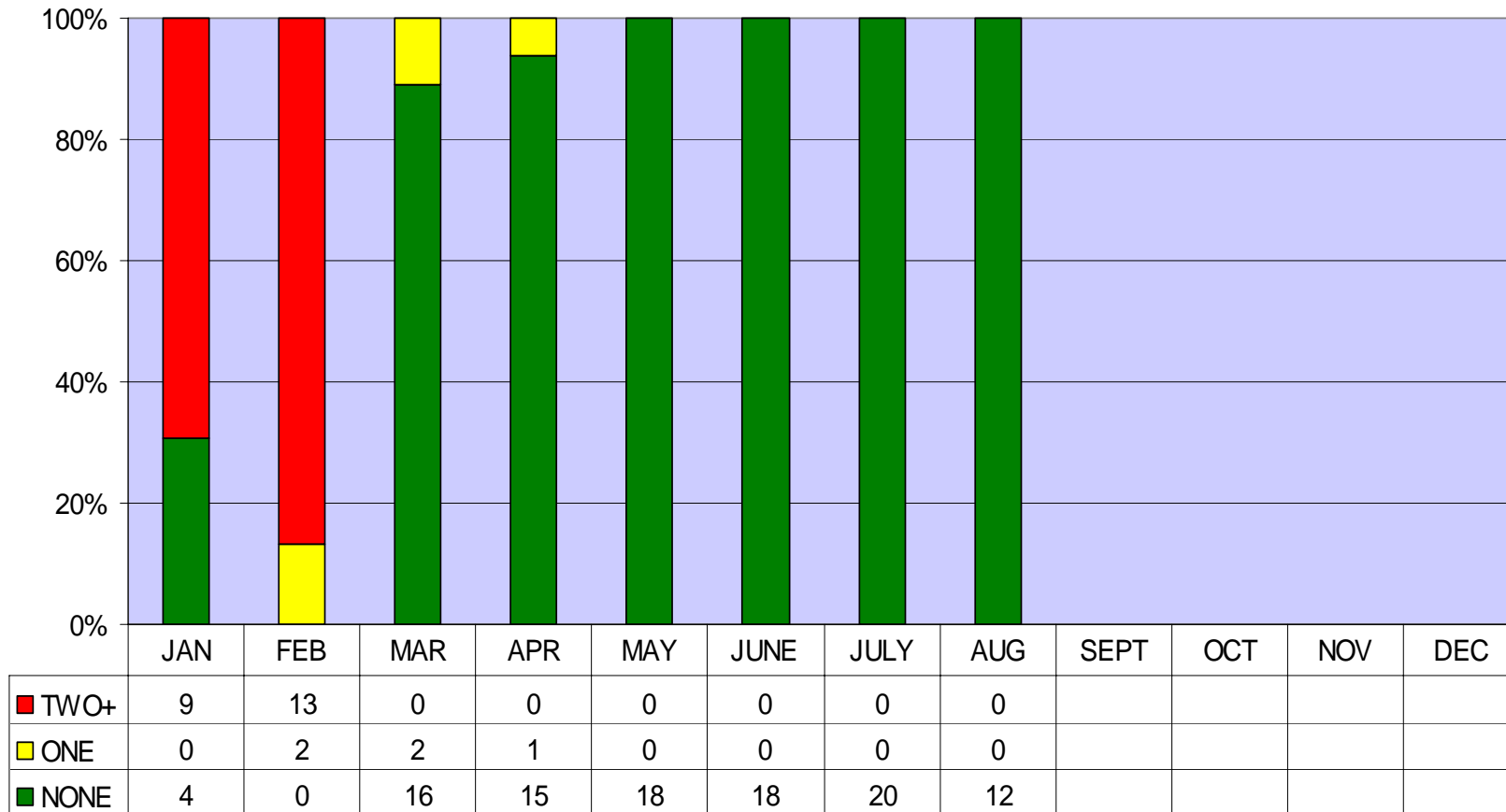
- CP Production – Feb. - July
 - RRAD 1960 Vehicles
 - LEAD 1880 Vehicles
 - MMA 75 Vehicles
- No Stock-outs
 - 111 Production Days at LEAD
 - 75 Production Days at RRAD
- Significant Inventory Reduction
- Systems Integration



75 Days No Stock Out RRAD



RRAD C/P RECAP
PART SHORT REPORT

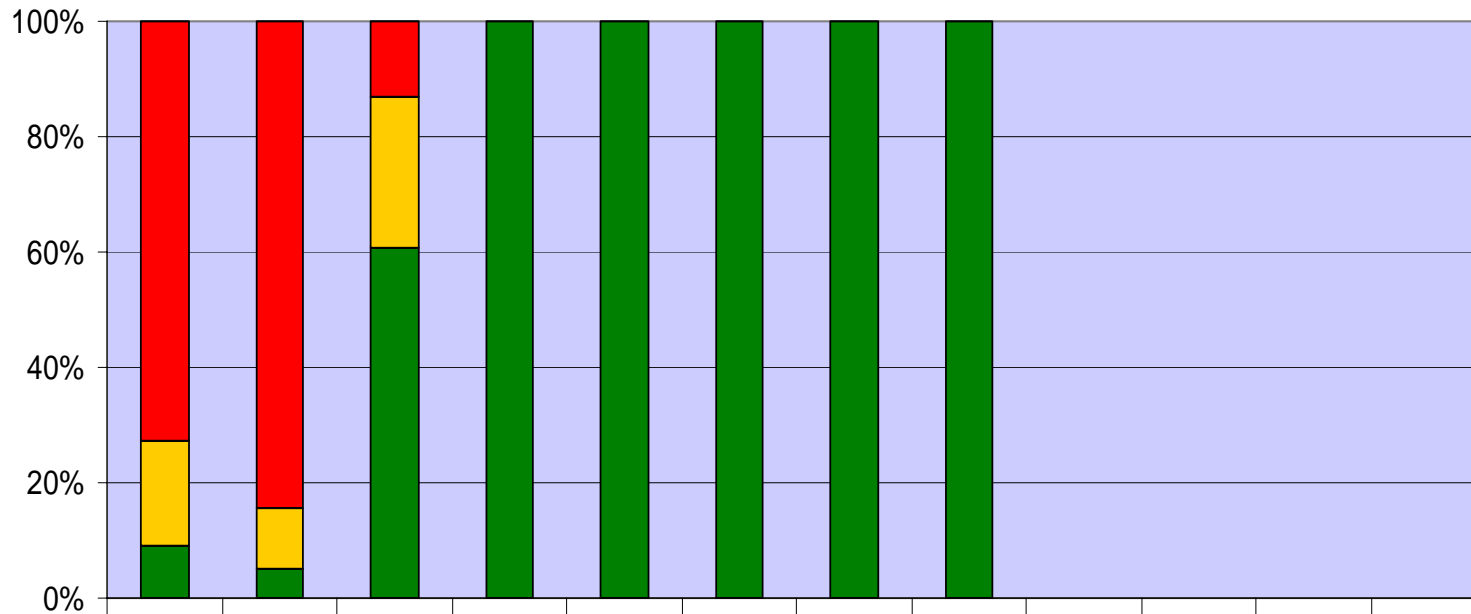




111 Days No Stock Outs - LEAD



**LEAD CP/RECAP
PART SHORTAGE REPORT**



	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
■ TWO+	8	16	3	0	0	0	0	0				
■ ONE	2	2	6	0	0	0	0	0				
■ NONE	1	1	14	20	22	20	20	14				



Successes



- Maine Military Authority – Stock to Dock
 - 25 Truck a Month
- Just in Time Delivery
 - SAP Forecasting Data
 - Kanban type delivery
 - Continuously reducing stock levels
- 4,00,00,000 Parts Delivered



Lessons learned



- Overly Optimistic Launch Schedule
- Program Implementers Should Take Part in the Negotiations
 - Bring Ops People Together Early
 - Understand / Adapt to Changes and Fluid Production Schedules
- Don't Under Estimate Systems Integration
 - Technical Data



The Team

- TACOM
- DCSS
 - DLA Supply Depots
- Letterkenny Army Depot
- Red River Army Depot
- Maine Military Authority
- Am General
 - WW Williams



WHY

- Our truck, Our name, Our reputation.
- Customer Support
 - Our 2 Primary Customers Asked Us to Get Involved.



Procurement Systems and Supplier Interfaces



Agenda



- Business Systems Modernization (BSM) Overview:
Julie Van Schaik & Mike Corelis (booth 715)
- DLA Internet Bid Board System (DIBBS):
Alan Searfoss & Patrice Francis (booth 715)
- Automated Indefinite Delivery Orders (AIDPO):
Tammy Solt & Doug Griffith (booth 715)
- Project Data Management Initiative (PDMI):
Dan Nettler
- Automated Best Value System (ABVS):
Pat McCreay (booth 706)



Business Systems Modernization

Julie Van Schaik / Mike Corelis
DSCC Systems and Procedures Division



Transformation & Expansion Business Systems Modernization



The Vision

Enhance DLA and Supplier interaction based on the specific needs of a relationship in order to allocate time and resource more efficiently to best support the warfighter.



BSM IT Components



BSM Program Primary Components

SAP

- Order Fulfillment
- Procurement
- Financial Management
- Tech Quality

DPACS Suite

- Solicit
- Award
- Report

manugistics

- Demand Planning
- Supply Planning
- Collaborate

BW and Crystal Reports



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”

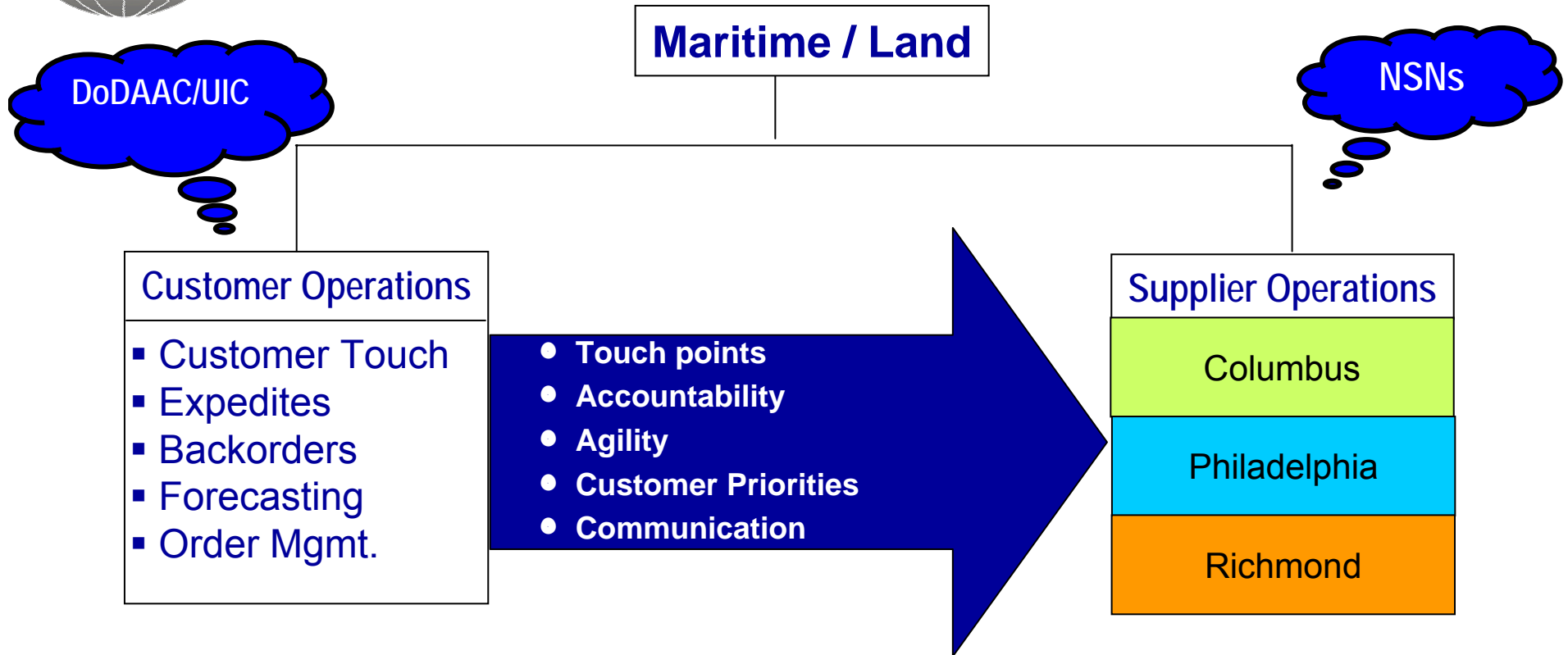
Aviation
Land
Maritime
Construction
and Equipment
(C&E)
Clothing and
Textiles (C&T)
Medical
Subsistence

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

“Each item is aligned with
one and only one supply
chain”



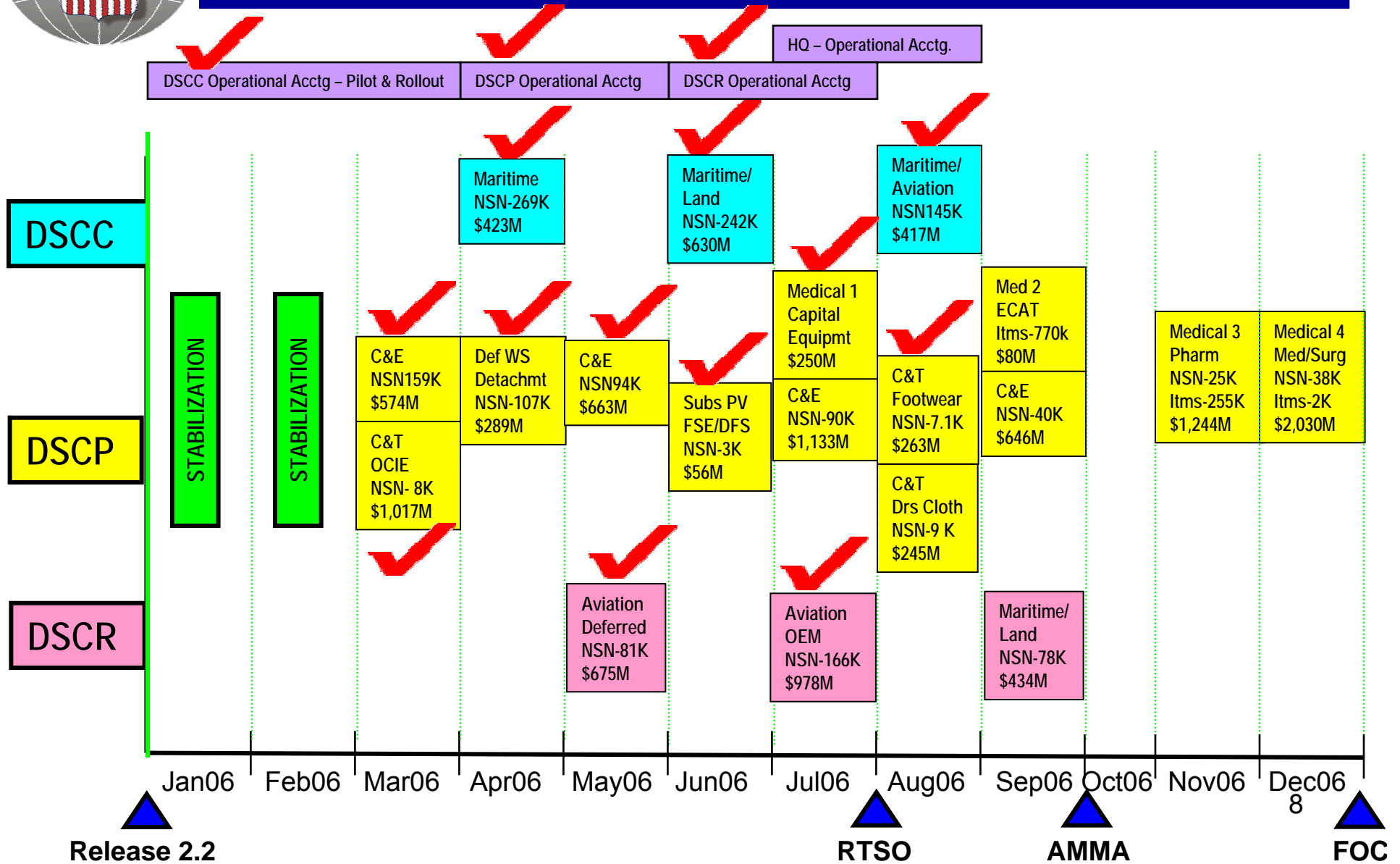
BSM Organization



Learning/Growing With New Structure



Rollout Schedule From Jan 06 – Dec 06





BSM Rollout Impact on Solicitations



- Items experience “PR Brownout” associated with a BSM rollout
- This brownout was projected to be approx. 45 days
 - ~15 days in legacy (longer if older PRs are canceled)
 - ~2-3 weeks to generate first cycle of PRs in BSM
- The brown out impacts performance metrics a lead-time out:
 - Materiel availability (MA) drops by 2%
 - Backorder levels increase by 50K+ (All Rollouts)



Where to get Information



- DLA BSM Website:
 - www.dla.mil/j-6/bsm
- BSM Supplier 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 BSM



- All DLA Solicitations will be available on one web site by Sep '06:
 - **DLA BSM DIBBS:** <https://www.dibbs.bsm.dla.mil/>
- Already issued, non-BSM opportunities:
 - DSCP and DSCR: PROCUREMENT GATEWAY
<http://progate.daps.dla.mil/home/>
 - DSCC: ORIGINAL VERSION OF DIBBS
<http://dibbs.dsccl.dla.mil/>



DLA BSM DIBBS



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

Note: Acquisition Forecasts are not available in BSM DIBBS



DLA BSM DIBBS



DEMO



Automated Indefinite Delivery Orders

Tammy Solt / Doug Griffith
DSCC Systems and Procedures Division



BSM AutoIDPO

- Indefinite Quantity contract using Simplified Acquisition Procedures
- \$100,000 limit
- Potential 2 year contract
- 1st DO anticipated 90 days after issuance of AutoIDPO Solicitation
- 1st DO automatically meets the min. obligation
- Master Solicitation: <http://www.dla.mil/j-3/j-336/DLA/>
 - **PART II –Indefinite Delivery Purchase Order (IDPO)**
Contract: Applies where “U” solicitation and resulting award does not specify a firm quantity of supplies (other than a minimum quantity) and provides for the issuance of delivery orders during the period of the contract. Coverage is for DLA orders for stock replenishment.



Quote / Evaluation



- AIDPO will be solicited on DIBBS for 21 days
- 90 quote validity period
- Closing time = 2pm EST
- Zone Pricing (2 Zones)
- Quantity Variance allowed
- Government Ranges required
- Alternate Ranges may be submitted for Government's consideration



Award




- Once an open Purchase Request for the NSN comes into the system, the AIDPO will be awarded
- The automated IDPO agreement will be issued with a “D” in the ninth position, a “5” or “6” or “7” in the tenth position, and an alpha in the eleventh position of the PIIN number
- The Basic and 1st DO will be posted to DIBBS simultaneously



AIDPOs on DIBBS



- <https://www.dibbs.bsm.dla.mil/>
- RFQ Search 
- Example: SPM7M*06U*
 - SPM4 – Richmond
 - SPM5 – Philly
 - SPM7 – Columbus
- Quote 
- Demonstration



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 BSM DIBBS: <https://www.dibbs.bsm.dla.mil/>
 - Master Solicitation: <http://www.dla.mil/j-3/j-336/DLA/>



Project Data Management Initiative

Dan Nettler
Chief, DSCC Technical Management Unit



PDMI Capabilities



Engineering Support Automation

The capability to request, receive and act upon external engineering analysis

Document Management:

The capability to manage technical documentation and relationships between documents and materials

Item Introduction:

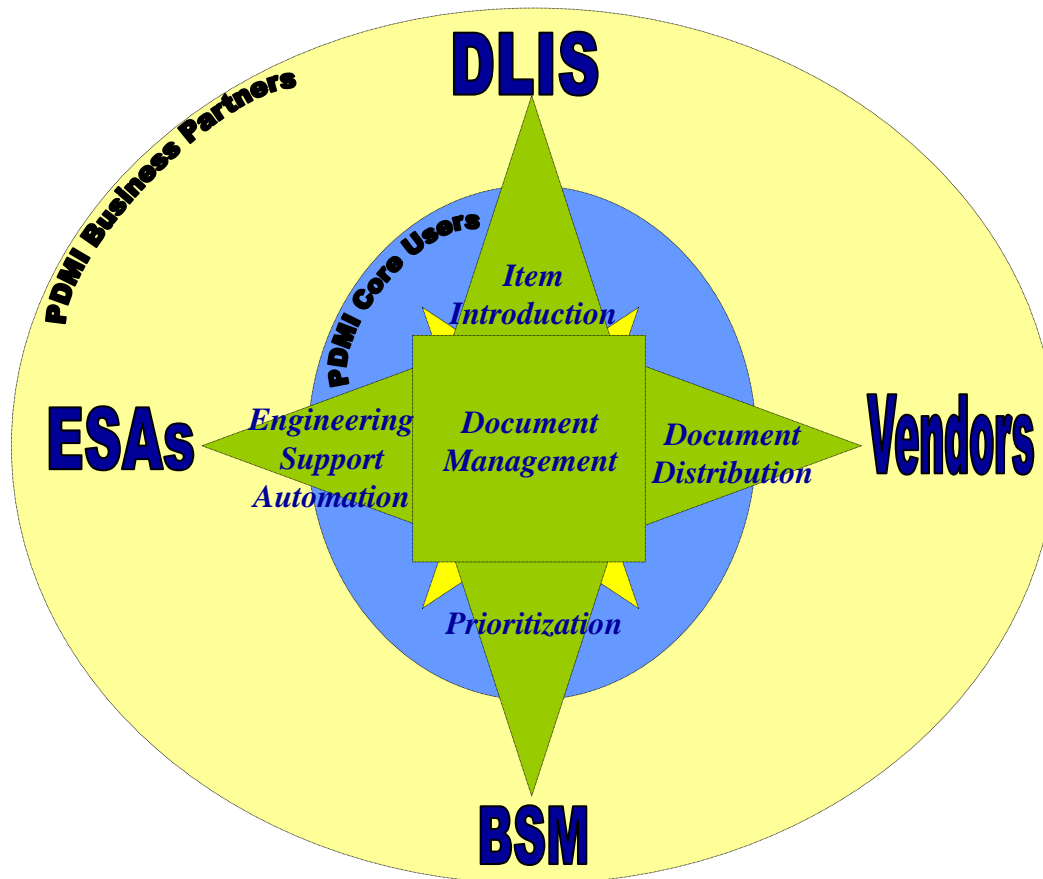
The capability to maintain accurate item defining data through the SSR and LR processes

Prioritization:

Optimal allocation of resources in support of overall Agency priorities

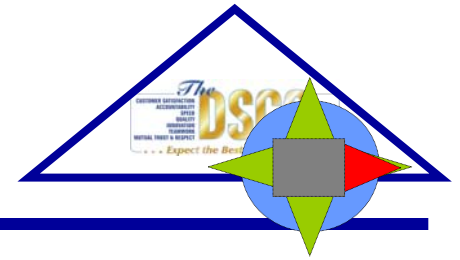
Document Distribution:

The capability to allow partners access to appropriate item defining documentation





Document Distribution



- PDMI provides the capability to allow Vendors to access appropriate item defining documentation
- Collaboration Folders (cFolders) will be created for each solicitation that requires a tech data package
- Vendors will be able to query cFolders for solicitations based on NSN number, Solicitation number, PR number, and Document number, in addition to other search criteria



Registering for Access



- Vendors currently register on DIBBS to enter quotes on solicitations.
- With PDMI, Vendors not currently registered will register on DIBBS for cFolders accounts.
- All users will have access to Distribution A data upon account creation in DIBBS and cFolders
- Vendors can request access to restricted data by downloading the appropriate form from cFolders and faxing to a DLA Point of Contact (POC)



Using cFolders

- Vendors will access cFolders via a link from DIBBS or directly from the cFolders website
- Vendors can view and download information (product data, blueprints, technical drawings and other supporting information) for solicitations.
- Access to viewing and downloading files will be restricted based on the user's authorization and the information contained in the records



cFolders Reporting



- cFolders will provide a report for OEM's that will list users that viewed their documents and the documents they viewed
- The report will be restricted to certain users and the search criteria will be limited to what OEM is viewing the report (an OEM cannot view a report for another OEM)
- The report will be available on cFolders and can be run on demand



cFolders: Retirement



- A cFolder will remain active for the awardee for 30 days after the award date, it will then be archived
- When a cFolder is archived, the document files will be removed and a copy of the solicitation data will be archived
 - PR number, Solicitation number, NSN number, Document number, Awardee, Close Date, Award Date



Automated Best Value System

Pat McCreay

DSCC Systems and Procedures Division



Agenda



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



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 BSM orders issued 1 January 2006 forward
- As daily shipping and/or receipt transactions post BSM 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 BSM orders was not always being populated in the data
- Systems change requests have been processed and the data flow is improved



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



Q&A



- Business Systems Modernization (BSM) Overview:
Julie Van Schaik & Mike Corelis (booth 715)
- DLA Internet Bid Board System (DIBBS):
Alan Searfoss & Patrice Francis (booth 715)
- Automated Indefinite Delivery Orders (AIDPO):
Tammy Solt & Doug Griffith (booth 715)
- Project Data Management Initiative (PDMI):
Dan Nettler
- Automated Best Value System (ABVS):
Pat McCreay (booth 706)



DoD Radio Frequency Identification
Update:
Land and Maritime Supplier
Conference

August 28 - 30, 2006

Transformation is a Requirement



“...Radio Frequency Identification (RFID) will play a key role in achieving the Department’s vision for implementing knowledge-enabled logistics support to the warfighter...”



Quadrennial Defense Review Report, February 6, 2006

The static approaches of the Cold War are obsolete.

The RFID Vision



Implement knowledge-enabled logistics through fully automated visibility and management of assets in support of the warfighter

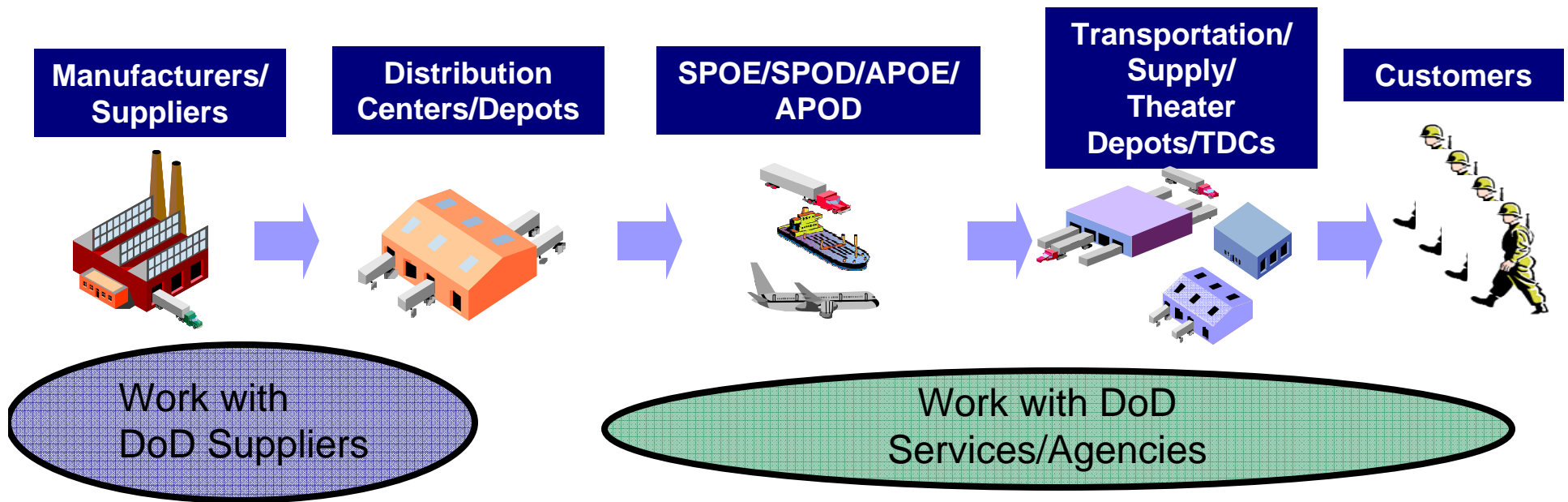


Make the Supply Chain an Offensive Weapon

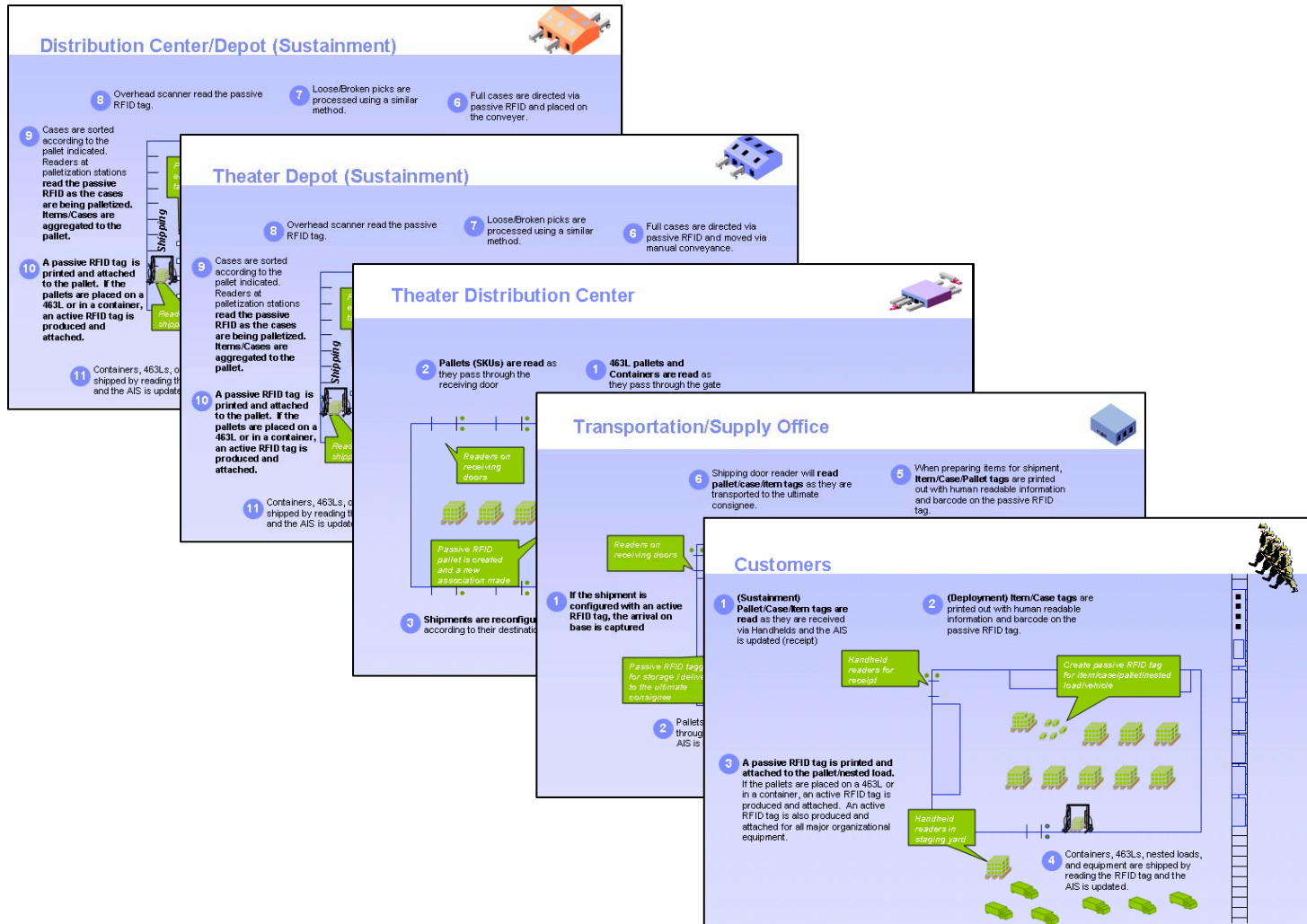
However we are still facing old challenges...



End-to-End RFID enabled DoD supply chain



RFID will enable distribution centers, customer sites, etc.

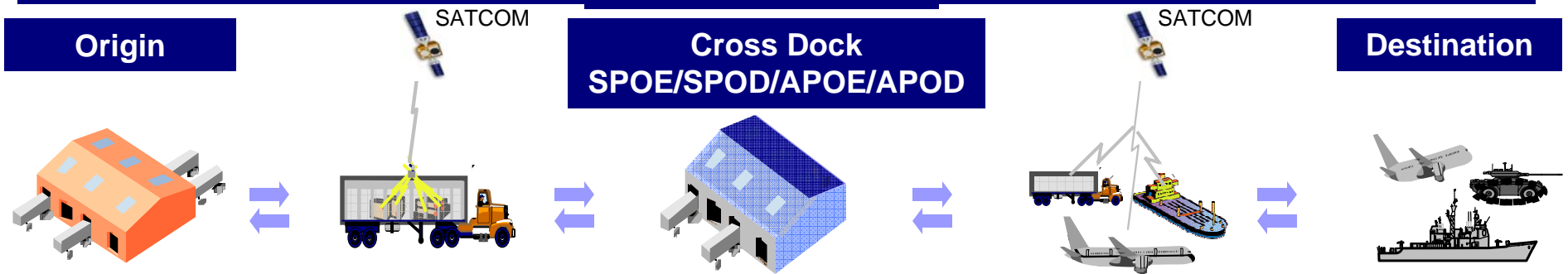


Goal: An Integrated Supply Chain

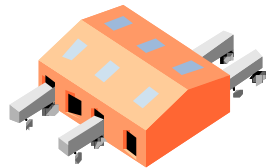


Integrated Data /Asset Visibility

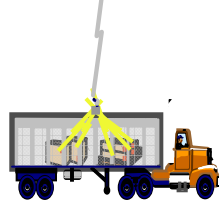
Communication Link



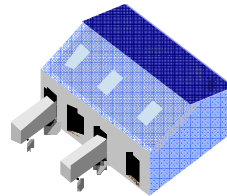
Origin



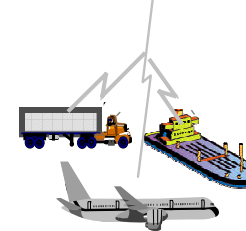
SATCOM



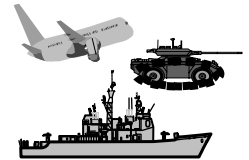
Cross Dock
SPOE/SPOD/APOE/APOD



SATCOM



Destination



Benefits

- Accurate and timely data capture
- Labor savings

Benefits

- Improve In-transit visibility
- Improve destination load planning

Benefits

- Reduce shrinkage
- Automated ID of misrouted material
- Improve visibility

Benefits

- Improve In-transit visibility
- Improve destination load planning

Benefits

- Improve confidence in supply system
- Automatic receipt
- Improve visibility

RFID Policy Scope & Standards



Active RFID – In-transit visibility of consolidated shipments

- 433 Mhz readers & tags
- DoD tag data formats
- Suppliers rarely obligated to apply tags
- *No wide scale commercial use*



Passive RFID – Visibility and Automated Processing at box and pallet level

- EPCglobal Class 0 and Class 1 (both Gen 1 and Gen 2) readers & tags
- EPC tag data formats (includes DoD tag data construct)
- Suppliers contractually obligated to tag
- *Wide scale commercial implementations*



Passive EPC RFID Status



■ 2005 Accomplishments

- Initial DFARS clause effective Nov 14 , 2005
- Two key depots are operational
- RFID data requirements have been incorporated into Wide Area Workflow (WAWF)
- RFID tagged shipments are being processed

■ 2006 Plans

- Synchronize Component Plans and ensure Component funding
- Instrument 16 CONUS distribution centers
- Implement 3 AMC aerial ports
- Implement initial RFID related data architecture
- Issue 2006 DFARS (additional commodities/sites)



Contractual Requirements

Time line for implementing RFID



- DFAR 2005: Final clause effective November 14, 2005
 - Class II – Clothing and Textiles
 - Class VI – Personal Demand Items
 - Class IX – Weapon System Spare and Repair Parts
 - Class I (subclass for Prepackaged Operational Rations/MREs)
 - ...Shipped to Susquehanna and San Joaquin

- **DFAR for 2006 adds additional commodities/locations:**
 - Class III – Packaged Petroleum
 - Class IV – Construction/Barrier Equipment
 - Class VIII – Medical Material **(not Pharmaceuticals, Biologicals, or Reagents)**
 - ...Shipped to all US distribution centers, three strategic aerial ports

- *DFAR for 2007 – Analysis underway*

**Released as
Interim Rule
May 19, 2006**

Acceptable tags...Class 1 (Gen 2)

Required 2006 DFAR Locations



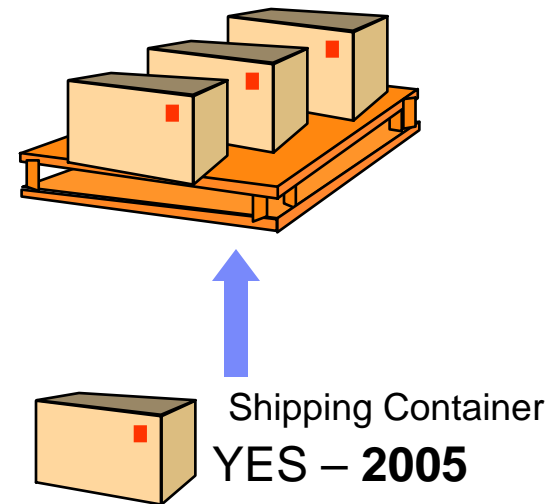
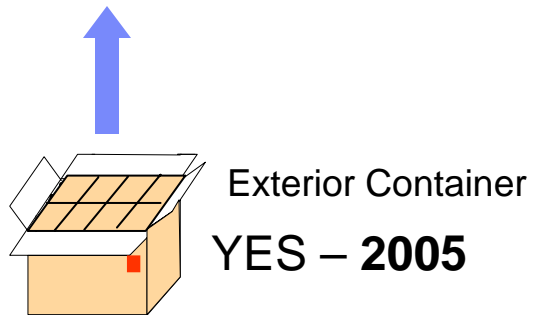
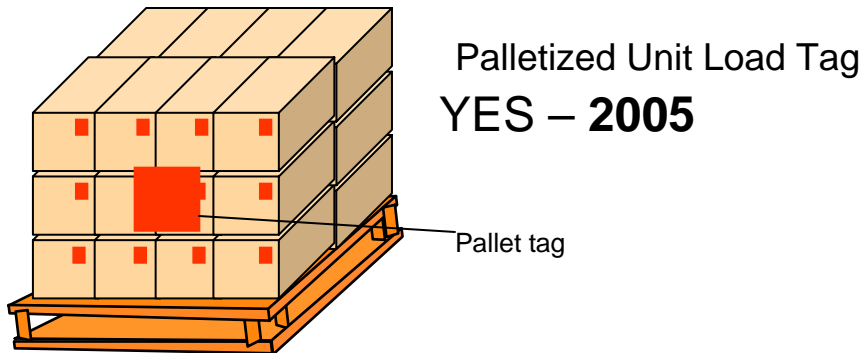
■ DLA Defense Distribution Depots

- Albany, GA
- Anniston, AL
- Barstow, CA
- Cherry Point, NC
- Columbus, OH
- Corpus Christi, TX
- Ogden, UT
- Jacksonville, FL
- Oklahoma, OK
- Norfolk, VA
- Puget Sound, WA
- Red River, TX
- Richmond, VA
- San Diego, CA
- **Susquehanna, PA**
- **San Joaquin, CA**
- Tobyhanna, PA
- Warner Robbings, GA

■ TRANSCOM Air Mobility Command Terminals

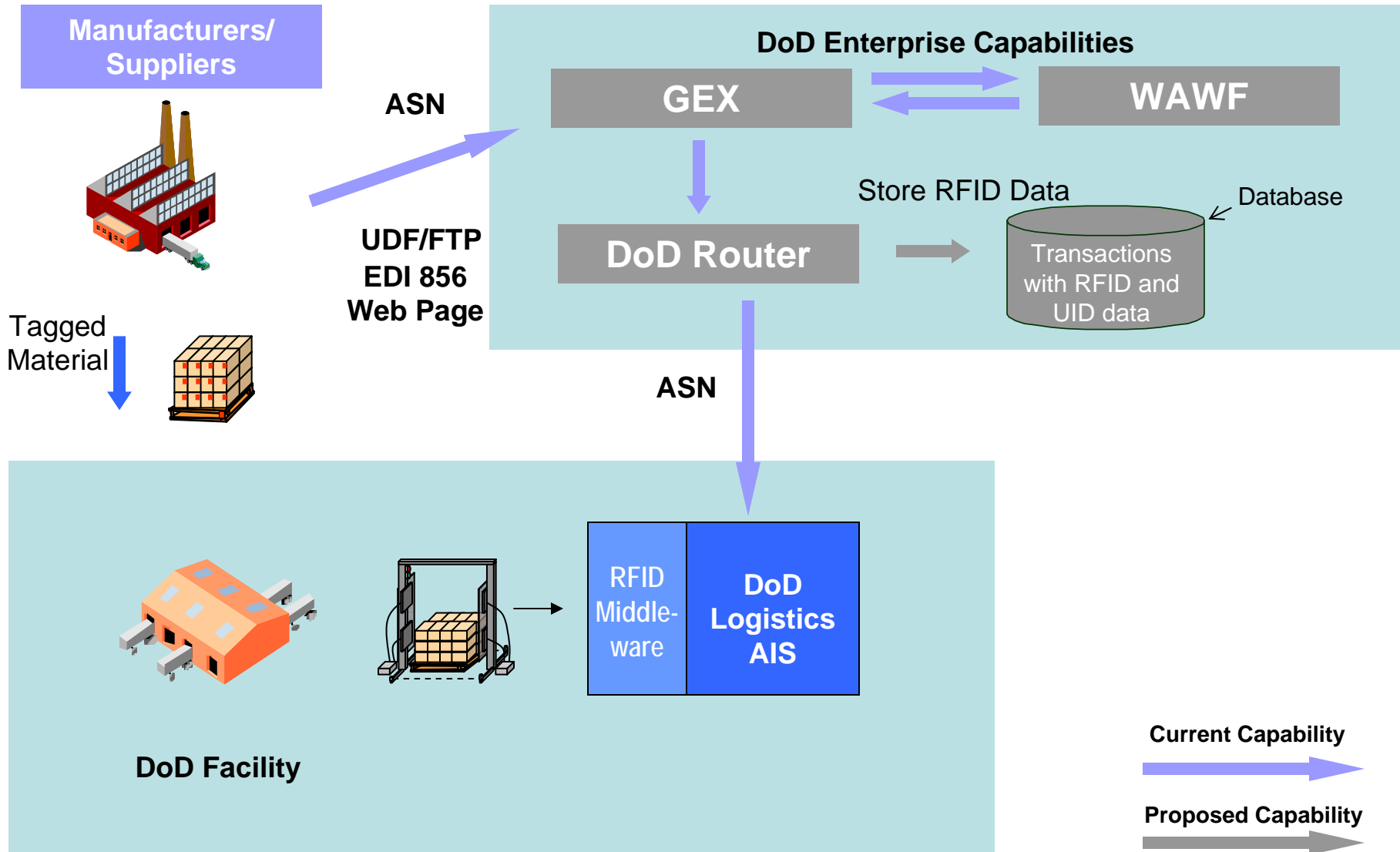
- Charleston, SC
- Norfolk, VA
- Fairfield, CA (Travis AFB)

Implementation Plan: Level of Packaging

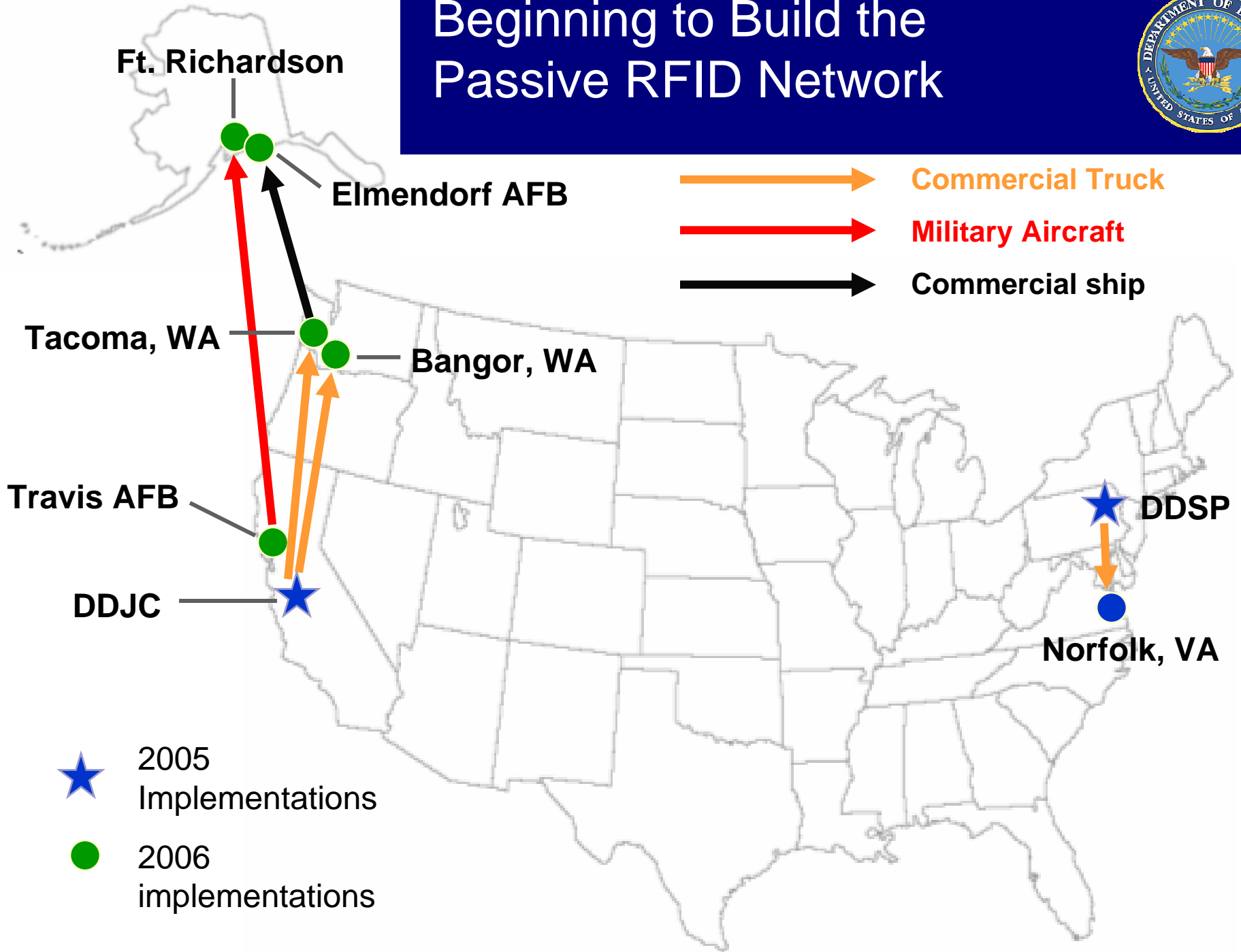


*If the UID Packaging is also an External Container or a Shipping Container, it will have an RFID tag.

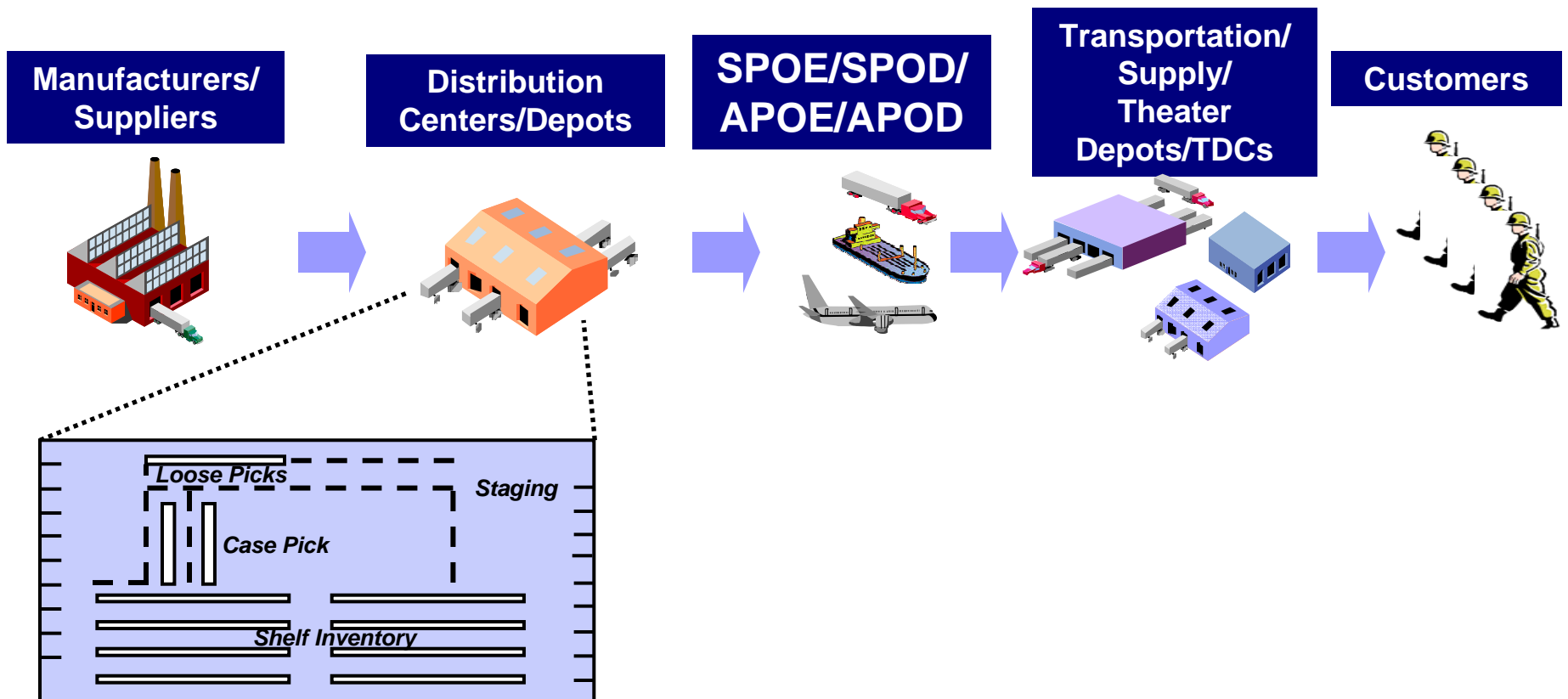
Advance Shipment Notice Requirement



Beginning to Build the Passive RFID Network



RFID-enabled Internal Processes



Early Implementations are Promising



■ Norfolk Ocean Terminal

- Accuracy – i.e. Misrouted Shipments (3% improvement)
- Time Savings (39% improvement)

■ USS Nassau

- Indicated that using passive RFID in their receiving/sorting process will result in efficiencies.

■ Advance Traceability & Control Transportation System (ATAC)

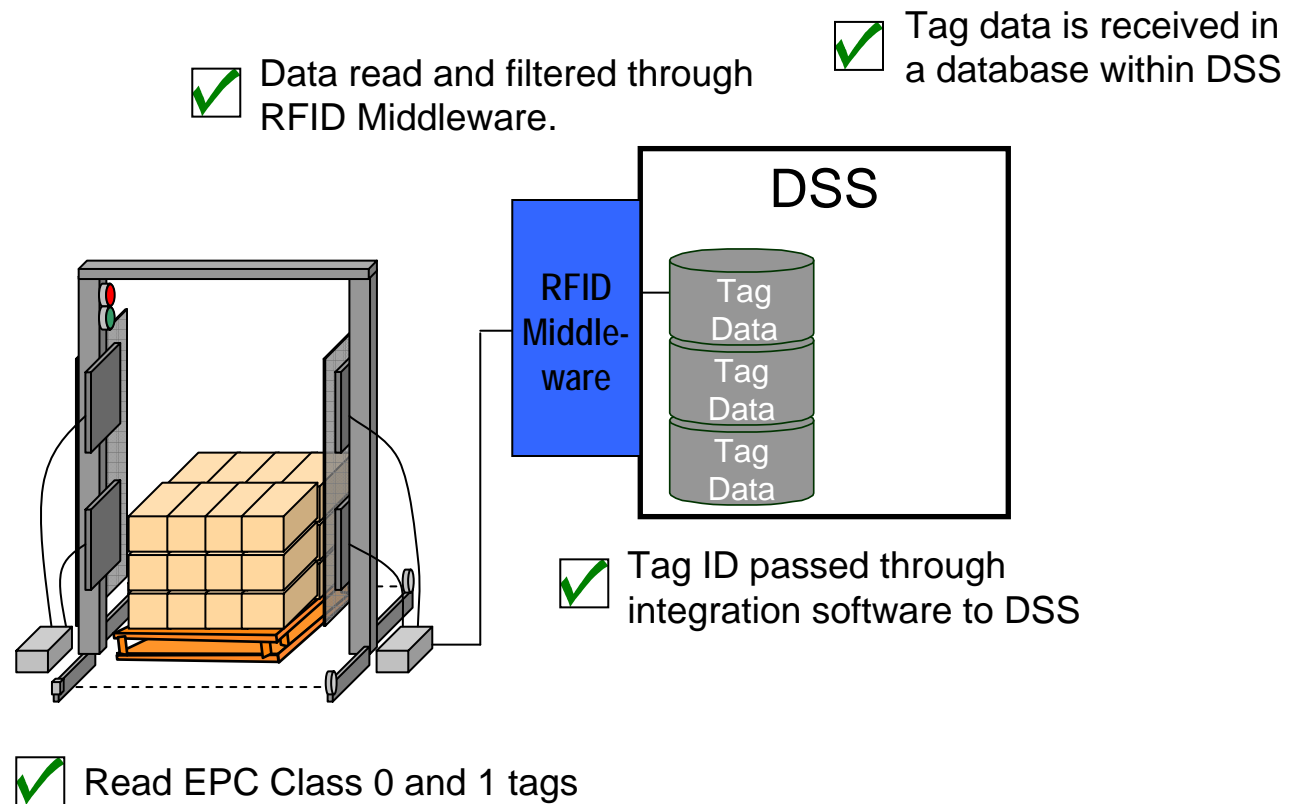
- Automated receipt information collected via passive RFID identified 355 shipments worth \$12.6M where no proof of delivery information was previously recorded in the depot logistics system.



DLA Distribution Centers & TRANSCOM Aerial Ports



- Outfitted Defense Distribution Center San Joquain, CA (DDJC) and Defense Distribution Center Susquehanna, PA (DDSP) with passive RFID infrastructure (2005)
- Have begun process for instrumenting remaining CONUS DLA distribution centers & TRANSCOM aerial ports (2006)



PTAC Training



- **Established a formal agreement with the Procurement Technical Assistance Centers (PTAC) to provide RFID training/outreach to the DoD supplier community.**

- **Conducted 14 “Train-the-Trainer” workshops**
 - **300 counselors trained on DoD RFID Policy**
 - **94 PTAC Centers in US for local outreach to small businesses**

- **PTACs are developing and delivering RFID assistance to DoD suppliers via a variety of methods**
 - **25 Local workshops occurred in Fall 2005**
 - **1400 attendees to participate**
 - **<http://www.dla.mil/db/>**

The Way Ahead



- Publish the 2006 DFARS rule for passive RFID
- Work with the Services and Agencies on the DoD internal rollout for passive RFID
- Continue to provide education and outreach



For Your Information



- For further information that can assist you with compliance, visit: <http://www.dodrfid.org>
 - DoD RFID Policy
 - DoD RFID Supplier Implementation Plan
 - DoD Suppliers' Passive RFID Information Guide
 - MIL-STD 129P(3) (Updated with RFID changes)
 - Wide Area Workflow (WAWF) Information
 - Frequently Asked Questions (FAQ)
 - Class of Supply Lookup
 - Lessons Learned
 - Schedule of RFID Events where DoD RFID personnel will be speaking
- You can ask the team any RFID-related question through the following email address: info@dodrfid.org



Set Aside Programs



DSCC's Office of Small Business Programs



Agenda



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



DLA's Business



PRODUCTS:

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

5.2 Million
Items

- 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



The DLA Enterprise



FY01 Sales/Services:	\$17B
FY02 Sales/Services:	\$21.5B
FY03 Sales/Services:	\$25B
FY04 Sales/Services:	\$28B
FY05 Sales/Services:	\$31.8B
FY06 Projection:	\$35.0B

- Land/Maritime: \$3.0B
- Aviation: \$3.3B
- Troop Support: \$12.3B
- Energy: \$11.0B
- Distribution: \$2.2B
- Other: \$1.3B

Foreign Military Sales

- Sales: \$1.18B
- Shipments: 535K
- Supporting 124 Nations

Scope of Business

- 54,000 Requisitions/Day
- 8,200 Contracts/Day
- #58 Fortune 500 – Above Sprint Nextel
- #2 in Top 50 Distribution Warehouses
- 26 Distribution Depots
- 5.2 Million Items – eight supply chains
- 1411 Weapon Systems Supported
- \$14.6B Annual Reutilizations/Disposals

People

- 20,805 Civilians
- 519 Active Duty Military
- 754 Reserve Military
- Located in 48 States/28 Countries



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.dsccl.dla.mil

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

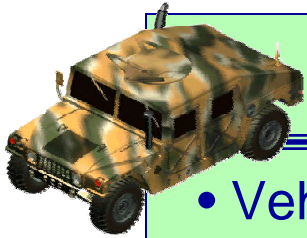
LAND
DETACHMENT

MARITIME
DETACHMENT

AVIATION
DETACHMENT

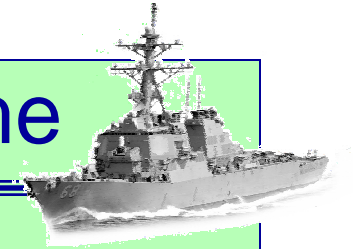


Defense Supply Center Columbus



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



	FY05 GOALS	FY05 ACTUALS	FY06 GOALS	Current Performance Estimates
SMALL BUSINESS	58.2%	61.4%	60.0%	68.9%
HUBZone	2.1%*	3.9%	2.5%*	4.5%
SMALL DISADVANTAGED	3.7%	3.9%	4.1%	4.2%
WOMAN OWNED	5.9%	9.8%	6.9%	9.6%
SERVICE DISABLED	.70%*	.40%	.80%*	.94%
8(a) (SDB Subset)	.50%	.64%	.72%	.74%

* Agency assigned goal



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)



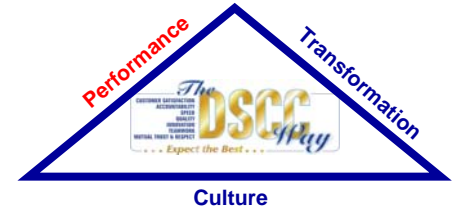
SBA Programs Without Set-aside Authorization



- 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



Small Business Set Aside Program



Small Business Set Aside Requirements



- Must be a small business concern
 - Organized for profit
 - Place of business located in the U.S.
 - Makes significant contribution to the U.S. economy through payment of taxes and/or use of American products, materials, and/or labor
 - Qualifies as small under the size standard for the NAICS code specified in the solicitation



Small Business Set Aside Requirements



- Service Contracts
 - Must perform at least 50 percent of the cost of the contract incurred for personnel with its own employees
- General Construction Contracts
 - Perform at least 15 percent of the cost of the contract with its own employees (not including the costs of materials)
- Special Trade Construction Contracts
 - Perform at least 25 percent of the cost of the contract with its own employees (not including the cost of materials)



Small Business Set Aside Requirements



- Contract for Supplies or Products (may be a manufacturer or non-manufacturer)
 - Manufacturer: perform at least 50 percent of the cost of manufacturing the supplies or products (not including the costs of materials)
 - Non-manufacturer: must supply the product of a domestic small business manufacturer or processor (non-manufacturers rule)



Supply Contracts



- Non-manufacturers: Rule Exceptions & Waivers
 - Exception: Small Business Set-aside acquisitions between \$2,500 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
 - On a small business set-aside acquisition a non-manufacturer may supply any product



8(a) Business Development Contracting 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



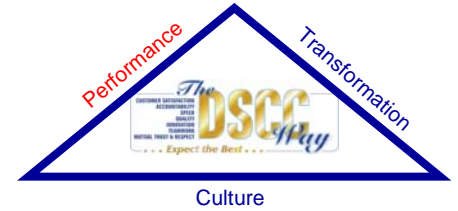
HUBZone Program Participation Requirements



- 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 Set-aside Performance Requirements



- General HUBZone construction contract:
 - At least 50% of the cost of the contract incurred for labor must be performed by qualified HUBZone contractor employees
 - At least 15% of the cost of the contract incurred for labor must be performed by the employees of the HUBZone prime contractor itself (as of August 2005)



HUBZone Set-aside Performance Requirements



- Special trades HUBZone construction contract:
 - At least 50% of the cost of the contract incurred for labor must be performed by qualified HUBZone contractor employees
 - At least 25% of the cost of the contract incurred for labor must be performed by the employees of the HUBZone prime contractor itself (as of August 2005)



HUBZone Program



- Special Exceptions & Waivers to the Non-manufacturers Rule:
 - for HUBZone set aside contract actions between \$2,500 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 Procurement 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 \$2,500 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



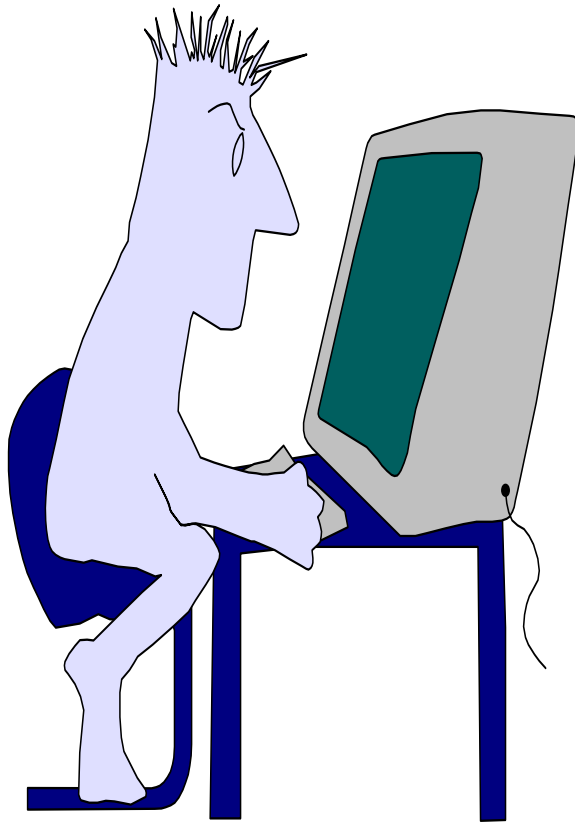
Protest and Appeals



- 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



Small Business Program Success Stories



Suppliers Making a Difference



Service Disabled Program Sun Precision



- A machine shop established in 1978:
 - Precision turning, milling, honing, deep bore drilling, mold design and fabrication
 - Armored vehicle components, ordnance components, and diesel engine components
- Slide for a .50 caliber machine gun was desperately needed in the war zone
- On the top 10 backordered item list
- Sun completed First Article Testing and delivered all in less than 60 days!

www.sunprecision.com



8(a) Program UPI



- Produces military transportation equipment, including HMMVV components
 - bulletproof windows, driver seats, exhaust manifolds and exhaust crossover pipes
- HMMVV Ballistic Window Assemblies needed for urgent Up-Armor Project
- UPI shipped within 1 month, 4 months earlier than the contract delivery date



www.upimfg.com



HUBZone Program Blue Chip Manufacturing



- Columbus-based company started in 1994
- Specialize in hard to manufacture items
- Over 350 contracts in 16 different stock classes
- Machine gun shield kit - corrected welding process and expedited delivery to offset backorders
 - Other manufacturer's parts determined defective
 - Blue Chip only usable parts to support the troops



Where Can I Go for Help??



DSCC Office of Small Business Programs



NAME	PROGRAM	PHONE 800-262-3272
Eleanor Holland eleanor.holland@dla.mil	Director	614-692-3735
Will Chavez william.chavez@dla.mil	Small Disadvantaged Business and 8(a) Programs	614-692-1288
Vikki Hawthorne vikki.hawthorne@dla.mil	Outreach and Woman Owned	614-692-4864
Rebecca Parks rebecca.parks@dla.mil	HUBZone Program	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	Opportunity Specialist	614-692-7624



DSCP and DSCR Small Business Offices



DSCR - RICHMOND

Director: John Henley

(804) 279-3287 or 1-800-227-3603

Web Site: www.dscr.dla.mil

DSCP - PHILADELPHIA

Director: Mike McCall

TEL: (215) 737-2321 or 1-800-831-1110

Web Site: www.dscp.dla.mil



Conclusion

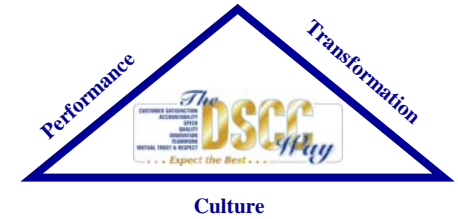


**PLEASE VISIT THE
SMALL BUSINESS BOOTH
704
ALONG THE DSCC CORRIDOR**



2006 Land & Maritime Supply Chains Business Conference & Exhibition

Tire Privatization Breakout Session



Transformation Through BRAC



OSD Transformational Guidance for Supply & Storage



- Establish a consolidated multi-service supply, storage and distribution system that enhances the strategic deployment and sustainment of expeditionary joint forces worldwide.
- Privatize the wholesale storage and distribution processes from DOD activities that perform these functions
- Migrate oversight and management of all service DLRs to a single DOD agency / activity
- Establish a single Inventory Control Point (ICP) within each service or consolidate into joint ICPs



Joint Cross Service Group Recommendations



**51 total scenarios yielded 3 Recommendations
for Supply & Storage**

Supply, Storage and Distribution
Reconfiguration

DLR Procurement Management

Commodity Management Privatization



BRAC Language



Transformational Intent

Privatize the wholesale storage and distribution processes from DOD activities that perform these functions

Decision

Relocate tire supply contracting function from Detroit Arsenal and Hill AFB to DSC Columbus ICP. Relocate supply contracting function for packaged POL from NSA Mechanicsburg to DSC Richmond ICP. Disestablish all other supply functions and all storage and distribution functions for tires, packaged POL and compressed gasses.



What Does This Recommendation Do?



Privatizes supply functions performed at TACOM, Mechanicsburg, Hill ALC and DSC Richmond

Privatizes storage and distribution functions performed at other distribution depots

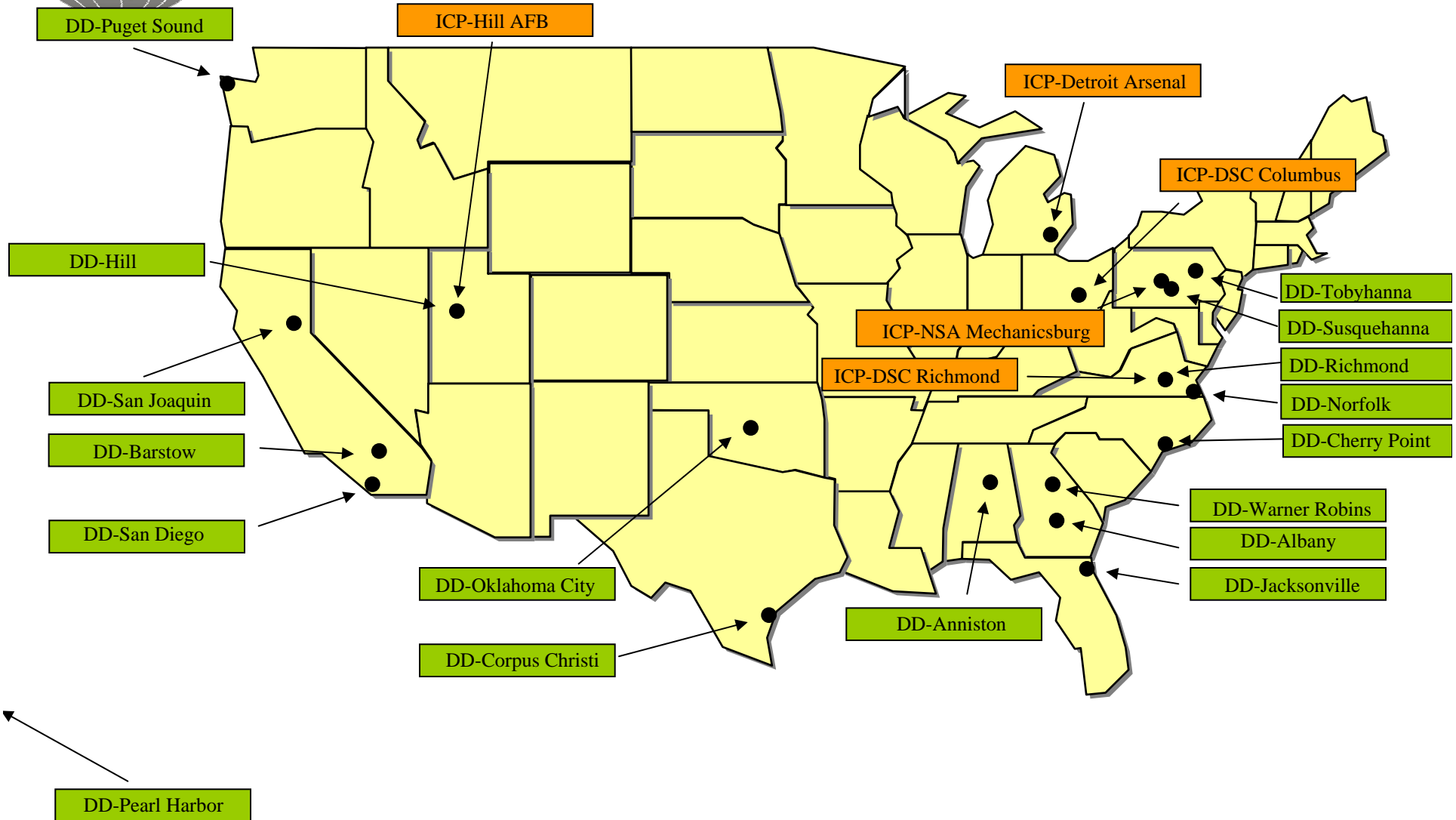
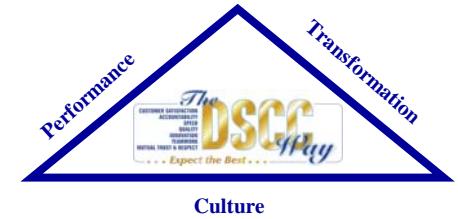
Assigns responsibility for tire contracts to Columbus ICP

Starts: 2006

Finishes: 2008



Places Impacted By The Recommendation





Past Supply Contracts



Avg. Annual Procurement \$

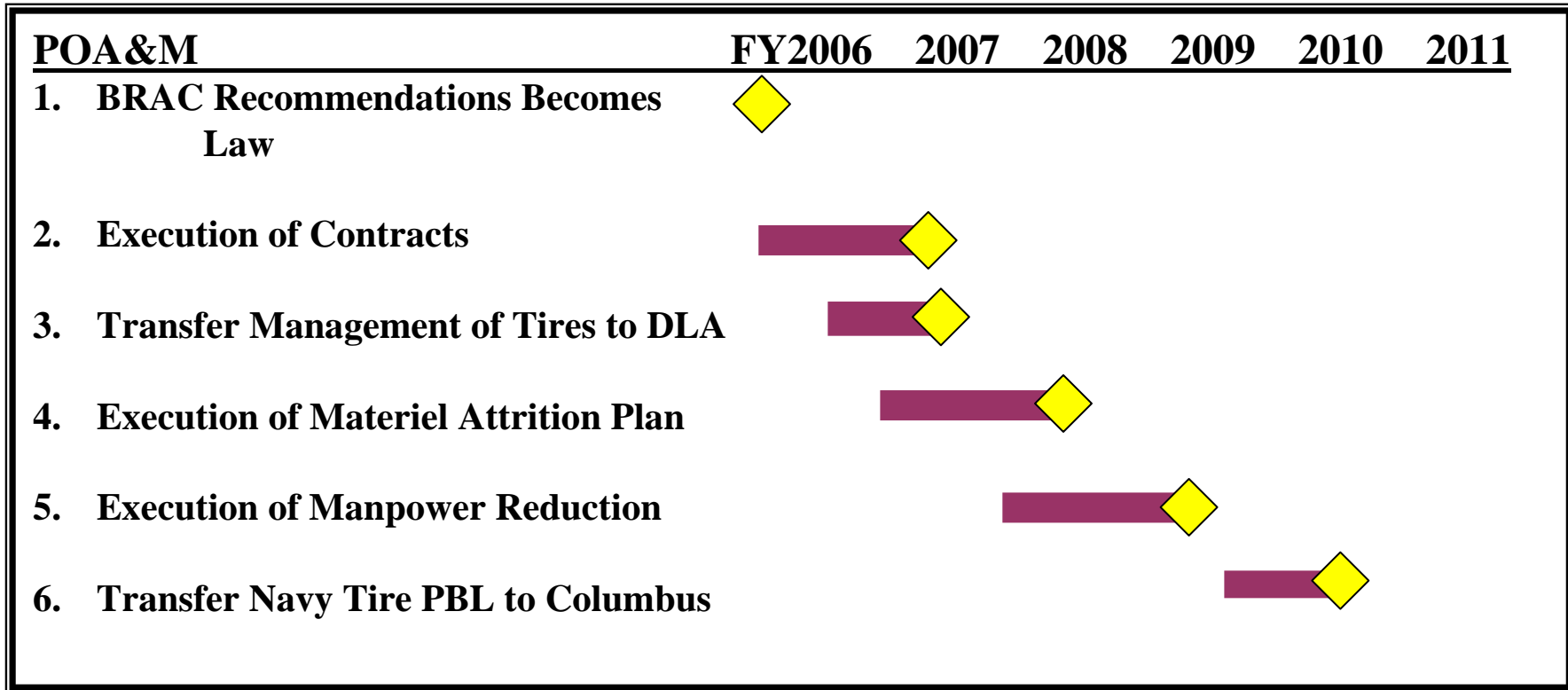
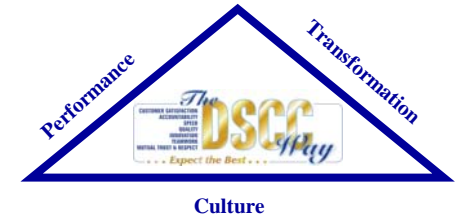
Army \$125 Million

Air Force \$ 42 Million

DLA \$ 1 Million



Tire Privatization POA&M





Tire Privatization Acquisition Status



Issued Two Solicitations	–	10 July 06
Aircraft		
Land Vehicles		
Pre-Proposal Conference	–	27 July 06
Solicitation Closes	–	7 Sep 06
Evaluation Begins	–	11 Sep 06
Contract Award	–	31 Dec 06

Solicitation Website:

<http://www.dsccl.dla.mil/programs/tiremgmt/>



Business System Modernization



GOVERNMENT SUPPLY FUNCTIONS:

- Planning
- Procurement
- Order Fulfillment
- Finance
- Technical and Quality





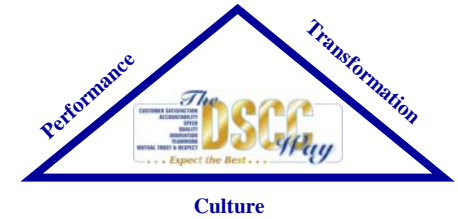
DISCLAIMER



- Solicitation and its Amendments is the Government's representation to potential offerors.
- Nothing I say or do today should be relied upon in the submission of a proposal.

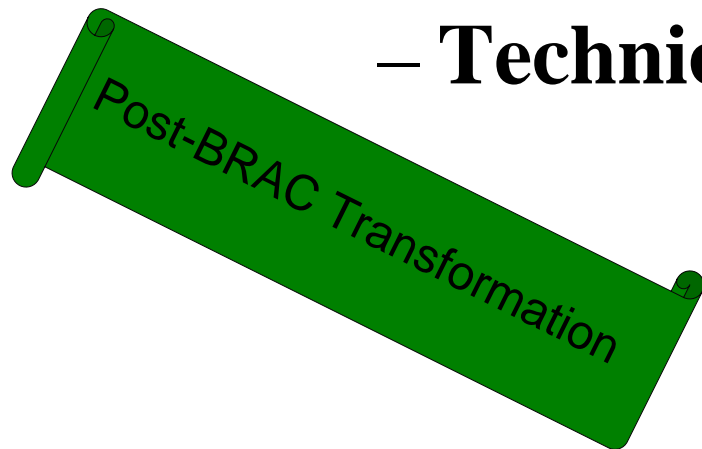


Business System Modernization



PROCESSES:

- Planning (**Contractor**)
- Procurement (**Government**)
- Order Fulfillment (**Contractor**)
- Finance (**Contractor**)
- Technical and Quality (**Shared**)





Tire Privatization



Planning Fundamentals (Contractor)

- **Demand Planning**
 - **Identify Future Needs Through Collaboration**
 - **Improve Demand Plan Accuracy**
- **Supply Planning**
 - **Ensure Inventory Is Available When & Where Needed**
 - **Optimize Inventory Levels, Inventory Turns, And Assist In Reducing Leadtimes**



Tire Privatization



Procurement Fundamentals (Government)

- Payment
- Single Contract Writing Application
- Single Integrated Master Data
- Visibility Of Long Term Contracts Across The Enterprise



Tire Privatization



Order Fulfillment Fundamentals (Contractor)

- Quick Order Turnaround
- Provides Timely Information
- Track & Trace Orders



Tire Privatization



Finance Fundamentals (**Contractor**)

- Better Planning = Better Budgets
- Better Cost Visibility
- Enables CFO Compliance
- Near Real-time Data



Tire Privatization



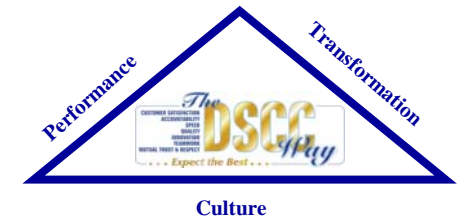
Tech Quality Fundamentals (Shared)

- Streamlined Item Introduction
- Comprehensive Product Lifecycle Management
- Improved Product Quality Assurance

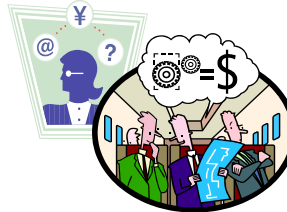
Does NOT include
Design/Configuration
Control



DLA Supply Chain

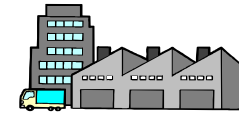


Unit Stocking point requisitions Tires



Item Management

Demand Planning
Customer Collaboration
Trigger a Purchase



Contracting

Solicit, award, and administer a contract

Unit/Customer

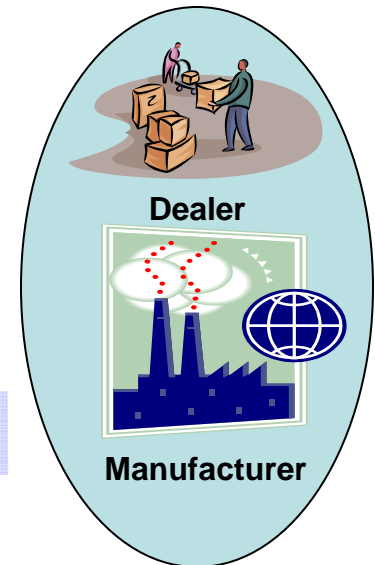
Carrier transports to OCONUS Unit/Customer site

Carrier transports to CONUS Unit/Customer site

Requisition directed To DLA Depot



DLA Depot



Dealer

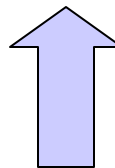


Manufacturer

OCONUS Shipment Transferred To CCP and delivered to overseas carrier



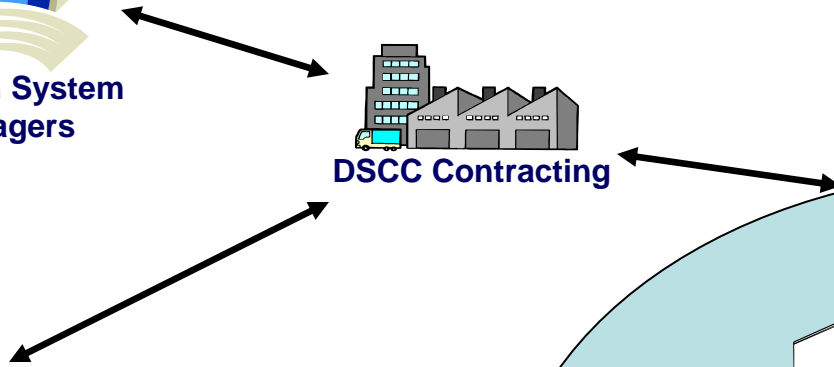
OCONUS Shipment



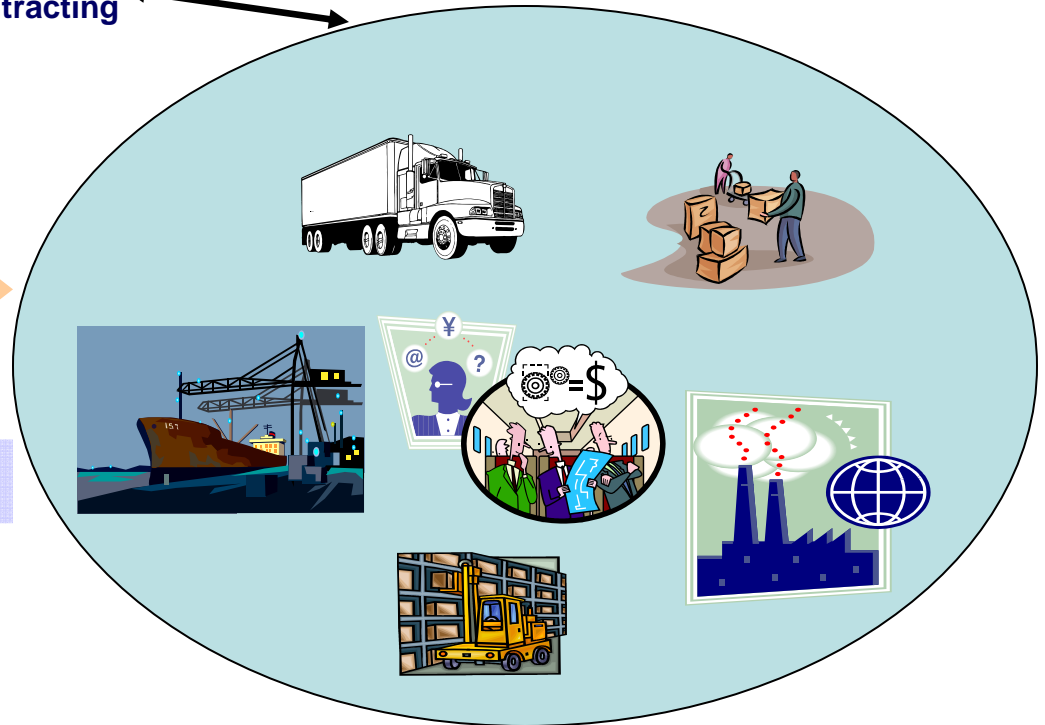
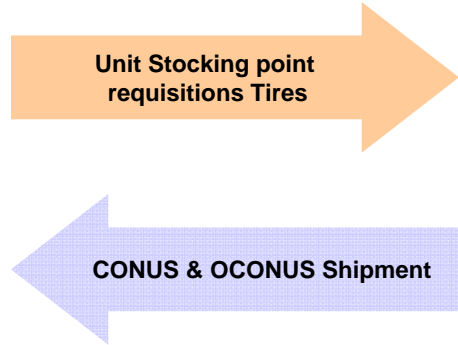
Carrier picks and Delivers to DLA Depot



Supply Contract Function



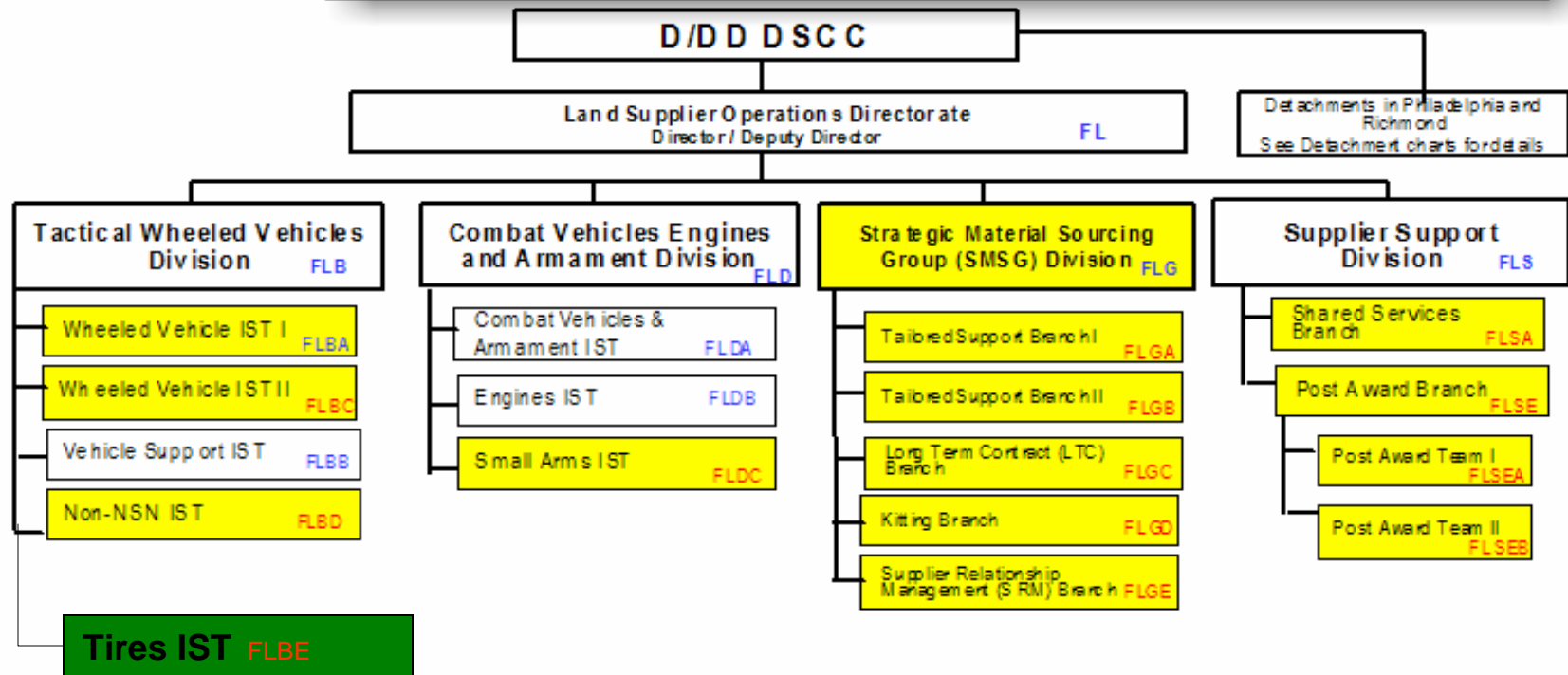
Unit/Customer



Commercial Supply Chain

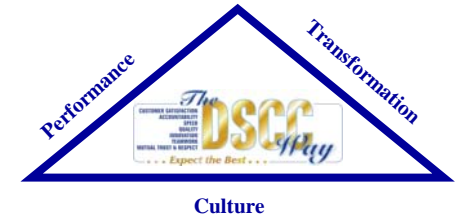


Land Supplier Operations Organization Design





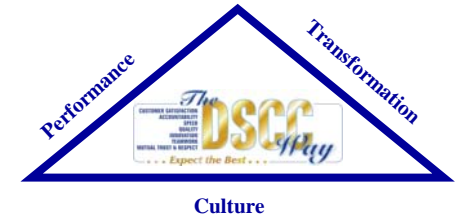
Benchmark

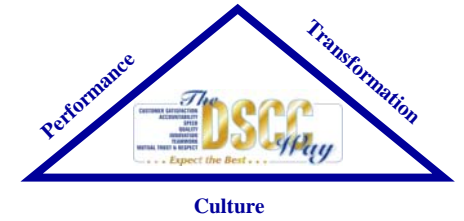


Right tire, right place, and on-time
with
Savings



Warfighter





Questions



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)



Castings and Forgings



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





How to Identify



- Look at the “notes” section on the drawing for a casting process or forging process
- Look at the detail listings or separate parts list where it calls out alloys and processes
- Check on-line specs and standards for reference
 - Defense Standards
 - <http://assist2.daps.dla.mil/quicksearch>
 - SAE Website for AMS standards
 - <http://www.sae.org/technicalcommittees/index.htm>



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

AMC

EDMC



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

AMC

EDMC



DSCC's X-IT Team



- Provides casting & forging assistance
- X-IT is comprised of Government and Industry representation
- X-IT 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



AMC

EDMC



How X-IT Provides Assistance



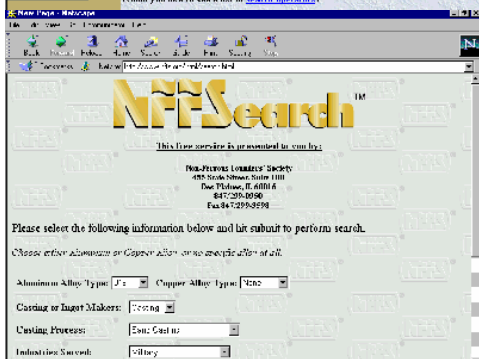
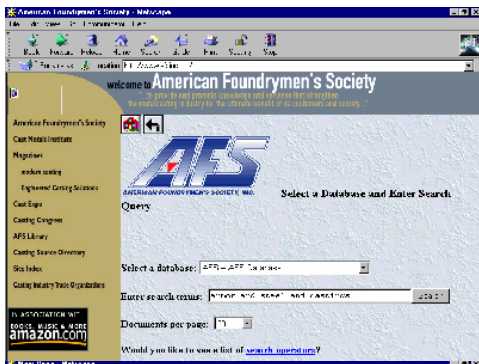
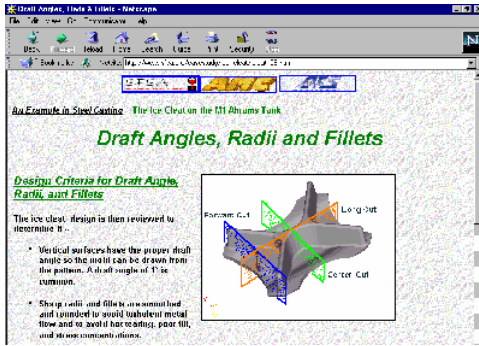
- **Process and Material** - Understand the required casting or forging process and material (may be buried in a OEM specification and not be apparent)
 - **As-cast or forged tolerances**
 - **Surface finish requirements**
- **Sourcing** – Identify capable sources when unable to manufacture due to unresponsive 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

AMC

EDMC



Additional Casting Resources

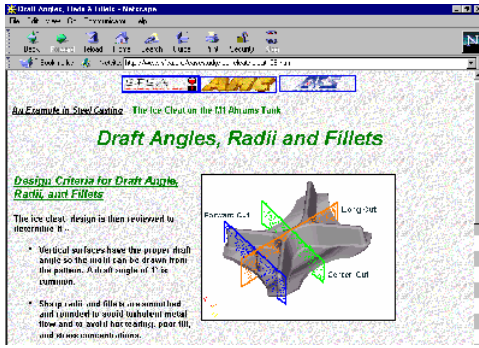


- **Defense Tooling Locator**
 - <http://www.defensetooling.net>
- **Steel Founders Society of America**
 - <http://www.sfsa.org>
- **American Foundrymen Society Inc.**
 - <http://www.afsinc.org>
- **North American Die Casting Association**
 - <http://www.diecasting.org>
- **Non-Ferrous Founders Society**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

AMC



Additional Casting Resources



- **American Metalcasting Consortium**
 - <http://www.amc.atcorp.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>

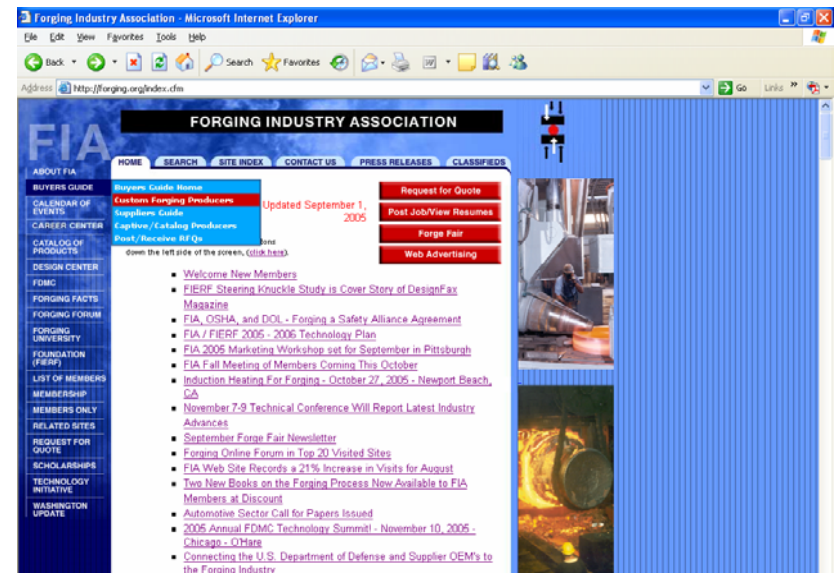
AMC



Additional Forging Resources



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





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





Turbine Blowers



- Used on JFK Aircraft Carrier
 - Numerous NSNs involved
- Hardie-Tynes sole source supplier
 - Foundry source went out of business
- CAST-IT Team
 - Salvaged tooling for 78 parts
 - Identified new foundry source
- Supply chain was kept intact



AMC



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 waveguides 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

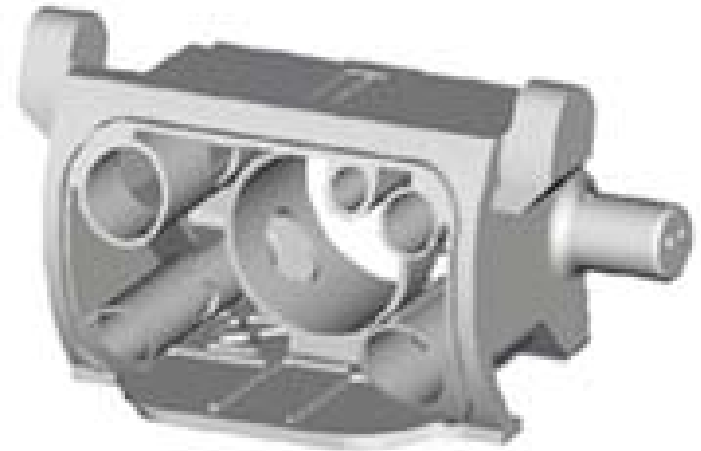
RPPOB



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

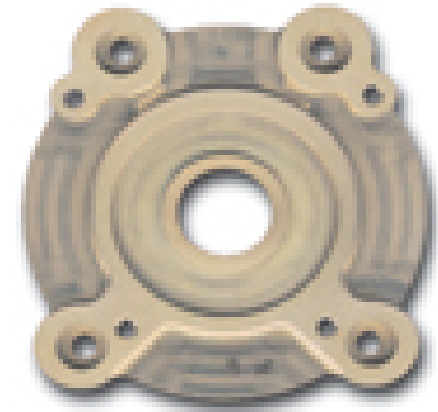




RPPOB Methods



- 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 competitors 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 FY06: \$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

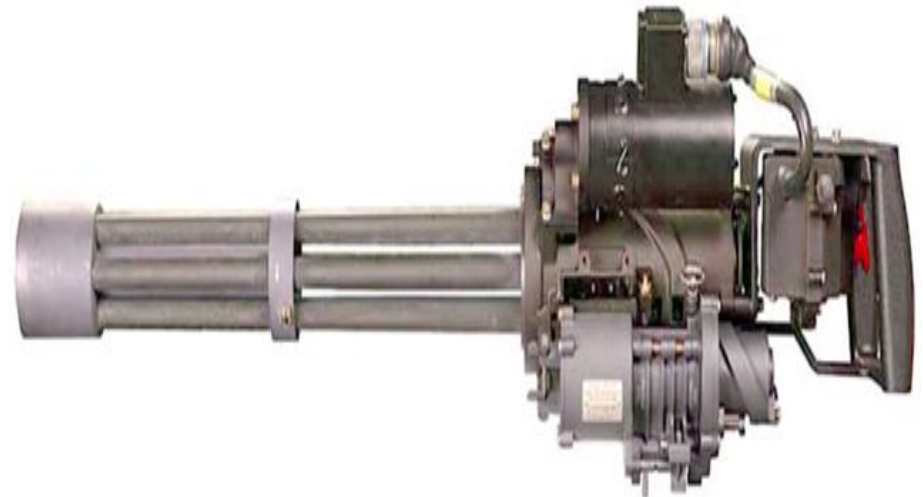


M-134 Mini-Gun Wear Gage



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



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: #711 & #712 on DSCC row



Overall Goal: Support the Warfighter



Points of Contact



VE Program Manager: Dave Szczublewski

614-692-8854 / DSN 850-8854 / david.szczublewski@dla.mil

VEB Team Chief: Diana Cross

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Castings & Forgings: Dwayne Porter

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RPPOB: Daniel Bonner

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VEE Team Chief & VECP: Mitchell McElroy

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Sustainment Engineering & VECP: Mark Cutler

614-692-4939 / DSN 850-4939 / mark.cutler@dla.mil

Breakout Workshop Sessions

DOD EMALL DEMONSTRATION/OVERVIEW

Mr. Howard (Tony) Griffin

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 (VE) Office strives to be a premier provider of support and services to our customer, the Warfighter, by continually seeking to improve their processes, skills, technology and relationships. The Value Management Office (VE) knows the DSCC customer is faced with a constantly changing environment and needs as they perform their job. It is the Value Management Office (VE) responsibility to assist the DSCC customer and provide them with the necessary equipment to succeed.

BUSINESS SYSTEMS MODERNIZATION/PROCESS AUTOMATION

Ms. Julie N. Van Schaik

Mr. Michael J. Corelis

Mr. Alan C. Searfoss

Ms. Patrice M. Francis

Ms. Tammy L. Solt

Ms. Tara L. Dailey

Mr. Doug Griffith

Mr. Todd Lewis

Ms. Pat McCreay

This workshop will consist of an overview of information covering Business Systems Modernization (BSM) Systems/ Application. The presentation covers electronic initiatives, including the DLA Internet BidBoard System (DIBBS); the procurement Automated Contracting System; and DLA's Pre-award Contracting System/Electronic Commerce; Internet Quoting; and email notification process.

TIRE COMMODITY MANAGEMENT PRIVATIZATION (BRAC)

Mr. Matthew O. Geary

Mr. Mark A. Stanley

The Defense Supply Center Columbus is implementing the 2005 Base Closure and Realignment Act (BRAC) recommendation on Tire Commodity Management Privatization, which will transform the manner that tires are supplied to the Department of Defense customers. The BRAC Tire Privatization Initiative is designed to achieve economies and efficiencies that enhance the effectiveness of logistics support to forces as they transition to more joint and expeditionary operations. This recommendation disestablishes the supply, storage and distribution functions for all tires used by the Department of Defense, retaining only the supply contracting functions for the tire commodity. DSCC will privatize these functions and will rely on private industry for the performance of supply, storage and distribution of these commodities.

LAND SUPPLY CHAIN

Colonel Stephen G. Bianco, USA

Dr. Ivan K. Hall

Tiffany L. Givens-Barnett

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.

Breakout Workshop Sessions

DLR - DEPOT LEVEL REPARABLES (BRAC)

Mr. Stephen E. Rodocker

The 2005 base Realignment and Closure (BRAC) Commission approved the Secretary of Defense recommendation to consolidate the Depot level Repairable (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.

DFAS YOUR FINANCIAL PARTNER @ WORK

Ms. Cheri Bundy

Ms. Suzanne Walters

Ms. Michelle Woldt

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, WAWF virtually eliminates late payments and interest penalties. Vendors save time associated with mailing and processing documents through the Defense Finance and Accounting Service.

RADIO FREQUENCY IDENTIFICATION (RFID)/PACKAGING

Ms. MaryAnn Wagner

Ms. Jeanie M. Beisner

Mr. Hance L. Barnett

The Defense Supply Center Columbus (DSCC) Packaging Office and the Office of the Assistant Deputy Under Secretary of Defense (Supply Chain Integration) will provide information on military packaging and marking requirements for DLA shipments including the latest requirements for Radio Frequency Identification Technology (RFID) and the various types of tags and mandatory dates of mandatory implementation.

DSCC SMALL BUSINESS PROGRAM/SOURCING INITIATIVES

Ms. Eleanor G. Holland

Ms. Rebecca A. Parks

Ms. Vikki C. Hawthorne

The Defense Supply Center Columbus Small Business Center will present a briefing on the DSCC outreach initiatives designed to increase the sourcing of contracts to small businesses. You will gain knowledge about small business initiatives and gain insight in understanding the complexities of DSCC's procurements. Time is allotted for questions and answers.

MARITIME SUPPLY CHAIN

Captain Griffin Warren, SC, USN

Ms. Ann C. Bradway

Mr. Kenneth E. Rumbaugh

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.