

DLA LAND & MARITIME SUPPLIER CONFERENCE & EXPOSITION

IMPROVING WARFIGHTER READINESS BY STRENGTHENING INDUSTRY
ALLIANCES AND REFORMING BUSINESS PROCESSES



June 19 – 20, 2018

Greater Columbus Convention Center

Columbus, OH

NDIA.org/DLA18

WELCOME TO THE DLA LAND & MARITIME SUPPLIER CONFERENCE & EXPOSITION

Welcome to the Defense Logistics Agency (DLA) Land and Maritime Supplier Conference and Exposition! This year's theme "Improving Warfighter Readiness by Strengthening Alliances and Reforming Business Processes" is fully nested in both the Secretary of Defense's and the DLA Director's priorities that will ensure Service readiness and Combatant Command lethality well in to the future. Our success in this effort would not be

possible without face-to-face interactions with our unrivaled supplier base. Whether you are a small business looking to start a relationship with DLA, or have been part of our team and working with us for years, we are happy you have joined us as we work together to deliver premier support to our nation's Warfighters!

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WHO WE ARE

The National Defense Industrial Association is the trusted leader in defense and national security associations. As a 501(c)(3) corporate and individual membership association, NDIA engages thoughtful and innovative leaders to exchange ideas, information, and capabilities that lead to the development of the best policies, practices, products, and technologies to ensure the safety and security of our nation. NDIA's membership embodies the full spectrum of corporate, government, academic, and individual stakeholders who form a vigorous, responsive, and collaborative community in support of defense and national security. For more information, visit [NDIA.org](https://www.ndia.org)



WHO WE ARE

We provide Warfighter Logistics Excellence through Accountability, Teamwork, Urgency, Agility, and Innovation built upon a Commitment to Integrity, Diversity, and Mutual Trust and Respect.

MISSION

Sustain Warfighter readiness and lethality by delivering proactive global logistics in peace and war

VISION

We are the Nation's Combat Logistics Support Agency...Global, Agile and Innovative; Focused on the Warfighter First!

CORE VALUES

Leadership | Professionalism | Technical Knowledge through Dedication to Duty | Integrity | Ethics | Honor | Courage | Loyalty.

SCHEDULE AT A GLANCE

TUESDAY, JUNE 19

Welcome: Presentation of Colors

Short North Ballroom

8:00 - 8:10 am

Exhibit Hall open

Exhibit Hall C

10:00 am - 5:30 pm

Breakout Sessions

Lower C and Upper D Pod Rooms

1:00 - 2:15 pm & 2:45 - 4:00 pm

Networking Reception

Exhibit Hall C

4:00 - 5:30 pm

WEDNESDAY, JUNE 20

Exhibit Hall open

Exhibit Hall C

9:00 am - 3:00 pm

General Session

Short North Ballroom

8:30 - 10:05 am

Breakout Sessions

Lower C Pod and Upper D Pod Rooms

10:05 - 11:30 am

General Session

Short North Ballroom

1:00 - 4:30 pm

EVENT INFORMATION

LOCATION

Greater Columbus Convention Center

400 North High Street

Columbus, OH 43215

EVENT WEBSITE

NDIA.org/DLA18

EVENT CONTACT

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EVENT THEME

Improving Warfighter Readiness by Strengthening Industry Alliances and Reforming Business Processes

ATTIRE

Military: Uniform of the Day

Civilian: Business

SPEAKER GIFTS

In lieu of speaker gifts, a donation is being made to the Fisher House Foundation.

EVENT APP



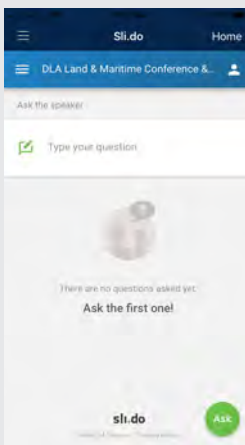
Make the most of your time at the 2018 DLA Land & Maritime Supplier Conference & Exposition with the “2018 DLA L&M” app available on the App store for Apple devices and Google Play for Android devices.

Download this FREE app for complete access to: Agenda | Clickable Floor Plan | Exhibitor Listing | Slido | Social Media | Speakers | Timely “buzz” event updates

Build your personal itinerary, contact exhibitors directly, access their websites, and more!

Whether you are logged into the 2018 DLA L&M mobile app on your computer or mobile device, your Expo Plan and Itinerary will always be in sync!

SLIDO



Ask and vote for your top questions during General Sessions

Slido is an audience engagement platform that allows users to crowdsource top questions to drive meaningful conversations and increase crowd participation.

Maximize effectiveness of Q&A time

Participants can upvote which questions they would like to hear discussed the most. Simply tap the thumbs-up button to up vote a question.

Top questions are displayed for the moderator and speaker to answer.

Slido will be used during the general sessions that take place in the Short North Ballroom at the Columbus Convention Center.

Access Slido through the DLA L&M Conference mobile app.

You can also participate at slido.com

Event code: DLA L&M

WIFI

Network name: DLA_L&M_Conference

Password: DLAL&M18

#DLA18

Expand your social network – use hashtag **#DLA18** on social media



SURVEY AND PARTICIPANT LIST

A survey and list of attendees (name and organization only) will be emailed to you after the conference. NDIA would appreciate your time in completing the survey to help make our event even more successful in the future.

HARASSMENT STATEMENT

NDIA is committed to providing a professional environment free from physical, psychological and verbal harassment. NDIA will not tolerate harassment of any kind, including but not limited to harassment based on ethnicity, religion, disability, physical appearance, gender, or sexual orientation. This policy applies to all participants and attendees at NDIA conferences, meetings and events. Harassment includes offensive gestures and verbal comments, deliberate intimidation, stalking, following, inappropriate photography and recording, sustained disruption of talks or other events, inappropriate physical contact, and unwelcome attention. Participants requested to cease harassing behavior are expected to comply immediately, and failure will serve as grounds for revoking access to the NDIA event.

AGENDA

TUESDAY, JUNE 19

7:00 am – 5:30 pm

REGISTRATION OPEN

EXHIBIT HALL C FOYER

7:00 – 8:00 am

NETWORKING CONTINENTAL BREAKFAST

SHORT NORTH BALLROOM FOYER

8:00 – 8:10 am

PRESENTATION OF COLORS

SHORT NORTH BALLROOM

Ohio National Guard

NATIONAL ANTHEM

Angela McCoy

DLA Land and Maritime

8:10 – 8:15 am

WELCOME REMARKS

SHORT NORTH BALLROOM

RDML Michelle Skubic, USN

Commander, Defense Logistics Agency Land and Maritime

8:15 – 8:30 am

WELCOME TO COLUMBUS

SHORT NORTH BALLROOM

Commissioner Kevin Boyce

President, Franklin County Commission

8:30 – 9:00 am

GUEST SPEAKER – DLA STRATEGIC CHANGES/OBJECTIVES

SHORT NORTH BALLROOM

LTG Darrell K. Williams, USA

Director, Defense Logistics Agency

9:00 – 9:30 am

KEYNOTE ADDRESS – MARITIME SYSTEMS

SHORT NORTH BALLROOM

VADM Thomas Moore, USN

Commander, Naval Sea Systems Command (NAVSEA)

9:30 – 10:00 am

KEYNOTE ADDRESS – LAND SYSTEMS

SHORT NORTH BALLROOM

LTG Edward Daly, USA

Deputy Commanding General, Army Materiel Command

10:00 – 10:30 am

NETWORKING BREAK

EXHIBIT HALL C

10:00 am – 5:30 pm

EXHIBIT HALL OPEN

EXHIBIT HALL C

10:30 am – 12:00 pm

LARGE INDUSTRY BUSINESS PANEL

SHORT NORTH BALLROOM

Allan Banghart

Defense Supply Chains Lead, Deloitte Consulting, LLP

Moderator

Stephanie Conover

Director, Supply Chain Compliance, Huntington Ingalls Industries

Walter Massenburg

Senior Director, Integrated Defense Systems, Raytheon Company

Christopher Vanslager

Executive Vice President, AM General

12:00 – 1:00 pm

NETWORKING LUNCH

EXHIBIT HALL C

1:00 – 2:15 pm

BREAKOUT SESSIONS

Value Engineering

(C150)

Cyber Security

(C151)

Cost and Pricing

(C160)

Supplier Assessment/SPRS

(C161)

Vendor Shipment Module

(C162)

Future Requirements Outlook

(C170)

Doing Business With DLA

(C171)

DLA Internet Bid Board System

(C172)

Vendor Payment Processes/ Accounts Payable

(D280)

2:15 – 2:45 pm

NETWORKING BREAK

EXHIBIT HALL C

2:45 – 4:00 pm

BREAKOUT SESSIONS

Value Engineering

(C150)

Cyber Security

(C151)

Cost and Pricing

(C160)

Supplier Assessment/SPRS

(C161)

Vendor Shipment Module

(C162)

Future Requirements Outlook

(C170)

Doing Business With DLA

(C171)

DLA Internet Bid Board System

(C172)

Vendor Payment Processes/ Accounts Payable

(D280)

4:00 – 5:30 pm

NETWORKING RECEPTION

EXHIBIT HALL C

WEDNESDAY, JUNE 20

7:30 am – 4:30 pm

REGISTRATION OPEN

EXHIBIT HALL C FOYER

7:30 – 8:30 am

NETWORKING CONTINENTAL BREAKFAST

SHORT NORTH BALLROOM FOYER

8:30 – 8:35 am

WELCOME REMARKS

SHORT NORTH BALLROOM

RDML Michelle Skubic, USN

Commander, Defense Logistics Agency Land and Maritime

8:35 – 8:45 am

NDIA WELCOME REMARKS

SHORT NORTH BALLROOM

MG James Boozer, USA (Ret)

Chief of Staff, National Defense Industrial Association

8:45 – 9:15 am

GUEST SPEAKER

SHORT NORTH BALLROOM

David Loines

Acting Director, Office of Government Contracting, Small Business Administration

9:00 am – 3:00 pm

EXHIBIT HALL OPEN

EXHIBIT HALL C

9:15 – 9:45 am

KEYNOTE ADDRESS – AIR FORCE ELECTRONICS

SHORT NORTH BALLROOM

Brig Gen John Kubinec, USAF

Commander, Warner-Robins Air Logistics Complex

9:45 – 10:05 am

NETWORKING BREAK

EXHIBIT HALL C

10:05 – 11:30 am

BREAKOUT SESSIONS

Value Engineering

(C150)

Cyber Security

(C151)

Cost and Pricing

(C160)

Supplier Assessment/SPRS

(C161)

Vendor Shipment Module

(C162)

Future Requirements Outlook

(C170)

Coffee w/Contracting

(C171)

DLA Internet Bid Board System

(C172)

Aircraft Launch and Recovery Equipment

(D280)

11:30 am – 1:00 pm

NETWORKING LUNCH

EXHIBIT HALL C

1:00 – 1:05 pm

WELCOME AND INTRODUCTORY REMARKS

SHORT NORTH BALLROOM

Coleen McCormick

Director of the Office of Small Business Programs, DLA Land and Maritime

1:05 – 1:40 pm

SMALL BUSINESS KEYNOTE ADDRESS (DLA)

SHORT NORTH BALLROOM

Dr. James Galvin

Director, OSD Office of Small Business Programs

1:40 – 2:15 pm

INDUSTRY KEYNOTE ADDRESS (NDIA)

SHORT NORTH BALLROOM

John Johns

CEO, Gryphon Defense Group and Mad Minute Industries

2:15 – 2:45 pm

NETWORKING BREAK

EXHIBIT HALL C

2:45 – 4:15 pm

SMALL BUSINESS SUBCONTRACTING PANEL

SHORT NORTH BALLROOM

Coleen McCormick

Director of the Office of Small Business Programs, DLA Land and Maritime
Moderator

4:15 – 4:30 pm

CLOSING REMARKS

SHORT NORTH BALLROOM

RDML Michelle Skubic, USN

Commander, Defense Logistics Agency Land and Maritime

4:30 pm

CONFERENCE ADJOURNS

The NDIA has a policy of strict compliance with federal and state antitrust laws. The antitrust laws prohibit competitors from engaging in actions that could result in an unreasonable restraint of trade. Consequently, NDIA members must avoid discussing certain topics when they are together at formal association membership, board, committee, and other meetings and in informal contacts with other industry members: prices, fees, rates, profit margins, or other terms or conditions of sale (including allowances, credit terms, and warranties); allocation of markets or customers or division of territories; or refusals to deal with or boycotts of suppliers, customers or other third parties, or topics that may lead participants not to deal with a particular supplier, customer or third party.

BIOGRAPHIES



LIEUTENANT GENERAL EDWARD DALY, USA

Deputy Commanding General
U.S. Army Materiel Command

Lieutenant General Edward M. Daly assumed duties as the Deputy

Commanding General of the U.S. Army Materiel Command on 7 August 2017. In his role, he is responsible for managing the day-to-day operations of the Army's logistics enterprise. He also serves as the Senior Commander of Redstone Arsenal, Alabama.

He previously served as the Commanding General of Army Sustainment Command at Rock Island Arsenal, Illinois, where he executed Army Materiel Command's mission to deliver readiness. Prior to commanding ASC, he served as Army Materiel Command's Deputy Chief of Staff, overseeing the roles and functions of the

Headquarters staff.

Lieutenant General Daly was 37th Chief of Ordnance and Commandant of the U.S. Army Ordnance School. He also served as Executive Officer to the Deputy Chief of Staff, Army G-4; Commander of the 43rd Sustainment Brigade, 4th Infantry Division (Mechanized) at Fort Carson, Colorado, and deployed in support of Operation ENDURING FREEDOM, Afghanistan; Deputy Assistant Chief of Staff/Chief Plans Officer, G-4, North Atlantic Treaty Organization Rapid Deployable Corps based in Italy and deployed in support of Operations ENDURING FREEDOM and IRAQI FREEDOM; and Commander of 702nd Main Support Battalion, Division Support Command, 2nd Infantry Division, Eighth Army, Republic of Korea.

Earlier assignments as a company grade officer include various logistics and leadership roles with 1st Cavalry Division at Fort Hood, Texas; 3rd Infantry Division and 3rd COSCOM at United States Army Europe; and Fort Bragg, North Carolina, where he deployed in support of Operation DESERT SHIELD/DESERT STORM. He also served as Assistant Professor of Military Science at Gonzaga University in Spokane, Washington.

Lieutenant General Daly was commissioned as a second lieutenant in the Ordnance Corps upon his graduation from the United States Military Academy at West Point in 1987. He earned Master's Degrees in Business Administration from Gonzaga University, and in Strategic Studies from the U.S. Army War College.



DR. JAMES GALVIN

Acting Director
OSD Office of Small Business Programs

Dr. Galvin leads a network of 700 full- and part-time Small Business

Professionals across the Department of Defense (DoD). He ensures they leverage DoD's small business industrial base to contribute to military readiness, introduce innovation to build a more lethal force and provide timely and cost-effective products and services. The work of DoD's Small Business Professional workforce annually results in more than \$50 billion in prime-contract spending and over \$40 billion of subcontract-spending for small businesses.

Prior to joining DoD OSBP, Dr. Galvin was on detail to DoD from the Department of Energy National Renewable Energy Laboratory (NREL) as a Program Manager for more than 110 energy and water

projects on military installations. He worked closely with numerous small businesses to help them demonstrate and commercialize their innovative technologies, while improving energy security on DoD facilities. He also served as an adjunct professor at The George Washington University, teaching graduate students in the School of Engineering and Applied Sciences. At NREL he led a program to help the State of Hawaii achieve its clean-energy goals.

Prior to working at NREL, Dr. Galvin retired from the Army as a Colonel after serving in a variety of Aviation and Operations Research assignments. He served in the 11th Armored Cavalry Regiment and the 18th Airborne Corps in various roles as a pilot (AH-1, OH-58 and UH-60), commander and staff officer. He also served on the Army Staff at the U.S. Southern

Command Headquarters and the Army's Combined Arms Center in positions involving program analysis, legislative liaison, organizational transformation and knowledge management. He received the Legion of Merit and other awards for his military service. He was the 2012 recipient of the Chairman's Award from NREL for his support to DoD. In addition to being a Senior Army Aviator, he is Airborne, Ranger and Air Assault qualified.

Dr. Galvin earned his Ph.D. in Industrial and Systems Engineering from Virginia Tech, an MS in Operations Research from the Naval Postgraduate School and is a graduate of the U.S. Military Academy at West Point. He currently serves in the federal government's Senior Executive Service.



JOHN JOHNS

Chief Executive Officer

Gryphon Defense Group and Mad Minute Industries

In his current positions, he manages investment in, and operations of, Defense and Domestic Security companies focused on securing critical supply chains and operationalizing disruptive technologies.

In his most recent past position with the U.S. Government, he served 7 years as Deputy Assistant Secretary of Defense for Maintenance where he was responsible for oversight of the Department's annual \$80 billion weapon system maintenance program.

He has deployed twice in support of security operations. In 2013 and 2014, he served in Afghanistan as Executive Director for Afghan National Security Forces Sustainment, International Security Assistance Force, and in 2010, Mr. Johns served in Iraq as Director, Training and

Advisory Mission, Iraqi Ministry of Defense, and Director, Iraqi Security Forces Logistics.

In past assignments, Mr. Johns has served the Army and Navy in technology development, engineering, program management, and logistics positions. In executive positions with the Army, he was responsible for the provision of engineering support to all Army Aviation systems, lifecycle management of over 20 Army aviation, missile, and ground systems with an annual budget of approximately \$1 billion, and management of overhaul and maintenance of all aviation and missile systems redeployed from Iraq and Afghanistan. With the Navy, he served as the Director of Industrial Operations, Naval Air Systems Command, and Deputy Commander of Fleet Readiness Centers, Naval Air Forces where he was responsible for Naval Aviation maintenance operations

across six subordinate commands, with a workforce of over 14,000 personnel and an operating budget of approximately \$4 billion/year, and oversaw annual maintenance and repair of over 600 aircraft, 7,500 engines and modules, and 500,000 components and support equipment.

And recently with Northrop Grumman, he has enabled corporate capability development, growth, and profitability across a full spectrum of Defense, Civil, and International programs.

Mr. Johns holds a Bachelor of Science in Aerospace Engineering from Penn State University and a Master's in Aeronautics and Astronautics from Purdue. He is also a graduate of the National Security Management Program, National Defense University and the National and International Security Program, Harvard Kennedy School.



BRIGADIER GENERAL JOHN KUBINEC, USAF

Commander

Warner Robins Air Logistics Complex

Brigadier General John C. Kubinec is the Commander, Warner Robins Air Logistics Complex, Robins Air Force Base, Ga. As the commander, he serves a world-class workforce of more than 7,200 military and civilian personnel. The complex performs programmed depot maintenance and modification on all variants of the F-15, C-130, C-5, C-17, and special

operations forces aircraft. Additionally, he is responsible for the maintenance, repair, and overhaul of diverse aircraft components, avionics, and electronic warfare equipment along with development and sustainment of mission critical software, test program sets and automated test equipment.

Brig. Gen. Kubinec is a native of Greensburg, Pa. and received his commission from the U.S. Air Force

Academy in 1992. He is a career aircraft/munitions maintenance officer and has commanded at the squadron, group and wing levels as well as served in key staff positions at the Center, Major Command, Headquarters Air Force, and Combatant Command levels. Prior to his current position, he served as the Senior Special Assistant to the Supreme Allied Commander, Europe and Commander of United States European Command.



DAVID LOINES

Acting Director

Office of Government Contracting Small Business Administration

David Loines serves as the Acting Director for the Office of Government

Contracting located at the SBA headquarters office in Washington DC. Mr. Loines has responsibility for leading a workforce of over 90 SBA employees including 6 Area Offices that cover the U.S. and territories. Mr. Loines' office is directly tasked with helping the Federal Government meet its statutory goal of 23% or close to \$500 Billion dollars of Federal contracts awarded to U.S. small businesses. His office is responsible for the following national Programs: Prime Contracting, Subcontracting, Certificate of Competency, Size Determinations, Women Owned Small Business, and Service Disabled Veteran small business protests.

Mr. Loines served as the Director for the SBA Business Matchmaking Initiative overseeing all events for the SBA. Mr. Loines helped pioneer this unique public private initiative. During November of 2006, Mr. Loines led a Matchmaking team into the Gulf States (post Katrina) to provide aid to the small businesses devastated by the hurricanes. These firms have received over \$600 million in contracts as a result of this effort. From 2003 to 2006, Business Matchmaking was responsible for over 100,000 pre-scheduled appointments between small businesses and buyers from the government and private sector.

Mr. Loines was assigned to a detail on Capitol Hill working for Senator Mary Landrieu and the Senate Small Business Committee, he was tasked with reviewing

and crafting language for the 2010 Jobs Bill which included the SBA "Parity" Rule, the bill was signed into law by the President on September 21, 2010.

Mr. Loines started in the Federal procurement field in 1994 as the Program Manager for the Nonmanufacturer Rule Waiver Program. In 1996, Mr. Loines became the Field Director for the Office of Natural Resources Sales Assistance, directing the day-to-day operations of the SBA National Timber set-aside Program.

Mr. Loines has over 37 years of Federal service starting out as a computer programmer; his entire Federal career has been with the U.S. Small Business Administration.



VICE ADMIRAL THOMAS MOORE, USN

Commander

Naval Sea Systems Command

Vice Adm. Thomas Moore graduated from the US Naval Academy in 1981

with a bachelor of science degree in math/operations analysis. He also holds a degree in information systems management from George Washington University and a master of science and an engineer's degree in nuclear engineering from MIT.

As a surface nuclear trained officer for 13 years, he served in various operational and engineering billets aboard USS South Carolina (CGN 37) as machinery division officer, reactor training assistant and electrical officer; USS Virginia (CGN 38) as main propulsion assistant; USS Conyngham (DDG 17) as weapons officer; and USS Enterprise (CVN 65) as the top plant station officer responsible for the defueling, refueling and testing of the ship's two lead reactor plants during her 1991-1994 refueling complex overhaul (RCOH). Additionally, ashore he served two years as a company officer at the Academy.

In 1994, he was selected for lateral transfer to the engineering duty officer community where he served in various staff engineering, maintenance, technical and program management positions including, carrier overhaul project officer at the Supervisor of Shipbuilding, Newport News, VA, where he led the overhaul of the USS Enterprise (CVN 65), USS Theodore Roosevelt (CVN 71) and the first year of the USS Nimitz (CVN 68) RCOH; assistant program manager for In-Service Aircraft Carriers (PMS 312) in the office of the Program Executive Officer, Aircraft Carriers, Aircraft Carrier Hull, Mechanical and Electrical (HM&E) requirements officer on the staff of the chief of Naval Operations Air Warfare Division (OPNAV N78); and, five years in command as the major program manager for In-Service Aircraft Carriers (PMS 312) where he was responsible for the new construction of the George H.W. Bush (CVN 77), the RCOH of the USS Dwight D. Eisenhower (CVN 69) and the USS Carl Vinson (CVN 70) and the life cycle management of all In-Service Aircraft Carriers.

In April 2008, he reported to the staff of the chief of Naval Operations as the deputy director, Fleet Readiness, Office of the Chief of Naval Operations (OPNAV) N43B. From May 2010 to July 2011, he served as the director, Fleet Readiness, OPNAV N43.

Moore commanded the Program Executive Office for Aircraft Carriers from August 2011 to June 2016. Over this five-year period, he led the largest ship acquisition program in the U.S. Navy portfolio; was responsible for designing, building, testing and delivering Ford-class carriers; led the Navy's first-ever inactivation of a nuclear-powered aircraft carrier, USS Enterprise (CVN-65); and was the lead in the U.S.-India Joint Working Group Aircraft Carrier Technology Cooperation.

Moore became the 44th commander of Naval Sea Systems Command June 2016. He oversees a global workforce of more than 73,000 military and civilian personnel.



REAR ADMIRAL MICHELLE SKUBIC, USN

Commander

Defense Logistics Agency Land & Maritime

Rear Adm. Michelle C. Skubic is a 1988 graduate of California State University,

Fullerton, earning her Bachelor of Arts in Business Administration-Finance. She earned her Master of Science in Acquisition and Contract Management from Naval Post Graduate School in 2001. She is also a graduate of the Joint Forces Staff College and the University of North Carolina Kenan-Flagler Executive Development Institute.

Skubic's operational assignments include: division officer in readiness and services billets, USS Acadia (AD-42), which included deployment for Operations Desert Shield and Desert Storm; supply officer for Precommissioning Unit McFaul (DDG-74), built in Pascagoula, Mississippi; and supply officer for Precommissioning Unit George

H. W. Bush (CVN-77), built in Newport News, Virginia, which was commissioned to the fleet in January 2009. Additionally, she completed a tour forward-deployed as commander, Defense Logistics Agency (DLA) Support Team in Kuwait, where her team, in concert with other DLA activities, supported United States Central Command, United States Army Central and other Department of Defense (DOD) organizations in sustaining the warfighter's requirements for Operations New Dawn and Enduring Freedom.

Her shore assignments include: services officer and carrier readiness officer at Commander, Naval Air Force, U.S. Pacific Fleet, San Diego; combined bachelor quarters officer and Aviation Support Division officer, Naval Air Station Sigonella, Sicily; deputy department head for program contracts, Naval Air Systems Command

in Patuxent River, Maryland; deputy force supply officer, Commander, Naval Surface Forces, San Diego; director of supplier operations, DLA Aviation, Richmond, Virginia; commanding officer, Naval Supply Systems Command (NAVSUP) Fleet Logistics Center Norfolk, Virginia; chief of staff, NAVSUP, Mechanicsburg, Pennsylvania; and director, Logistics, Fleet Supply and Ordnance, U.S. Pacific Fleet, Joint Base Pearl Harbor-Hickam, Hawaii.

Skubic reported in October 2016 as commander, Defense Logistics Agency Land and Maritime, Columbus, Ohio.

Skubic is designated as a Naval Aviation and Surface Warfare Supply Corps officer and is a member of the Acquisition Professional Corps.



LIEUTENANT GENERAL DARRELL K. WILLIAMS, USA

Director

Defense Logistics Agency

Lieutenant General Darrell K. Williams is the Director of the Defense Logistics

Agency, with headquarters in Fort Belvoir, Virginia. He provides strategic leadership for the Defense Department's combat support agency for worldwide logistics. LTG Williams directs nine supply chains supporting the U.S. military, as well as federal, state, local and international partners. DLA provides food, medical material, uniforms and construction equipment, 98 percent of the Defense Department's fuel, and the majority of spare parts for military weapons systems. He oversees the National Defense Stockpile, an international network of 25 distribution centers, and the Department's process for reverse logistics. He leads a global, expeditionary workforce of over 25,000 military and civilians.

LTG Williams is a native of West Palm Beach, Florida. He is a Distinguished Military Graduate of the Hampton Institute

ROTC Program and was commissioned into the Army Quartermaster Corps in 1983. LTG Williams is a graduate of the Army Command and General Staff College (CGSC), the School of Advanced Military Studies (SAMS) and a Distinguished Graduate of the National War (NWC) College. He earned a Bachelor of Arts Degree in Psychology from Hampton Institute, Hampton, Virginia and Master's degrees in Military Arts and Sciences, National Security and Strategic Studies, and Business Management (Logistics).

LTG Williams' prior assignments include: Commanding General, Combined Arms Support Command (CASCOM), Fort Lee, Virginia; Deputy Chief of Staff, U.S. Army Materiel Command (AMC), Redstone Arsenal, Alabama; Commander, Defense Logistics Agency (DLA) Land and Maritime in Columbus, Ohio; Director of Logistics, Engineering and Security Assistance, J-4, Headquarters, United States Pacific Command (USPACOM), Hawaii; Executive

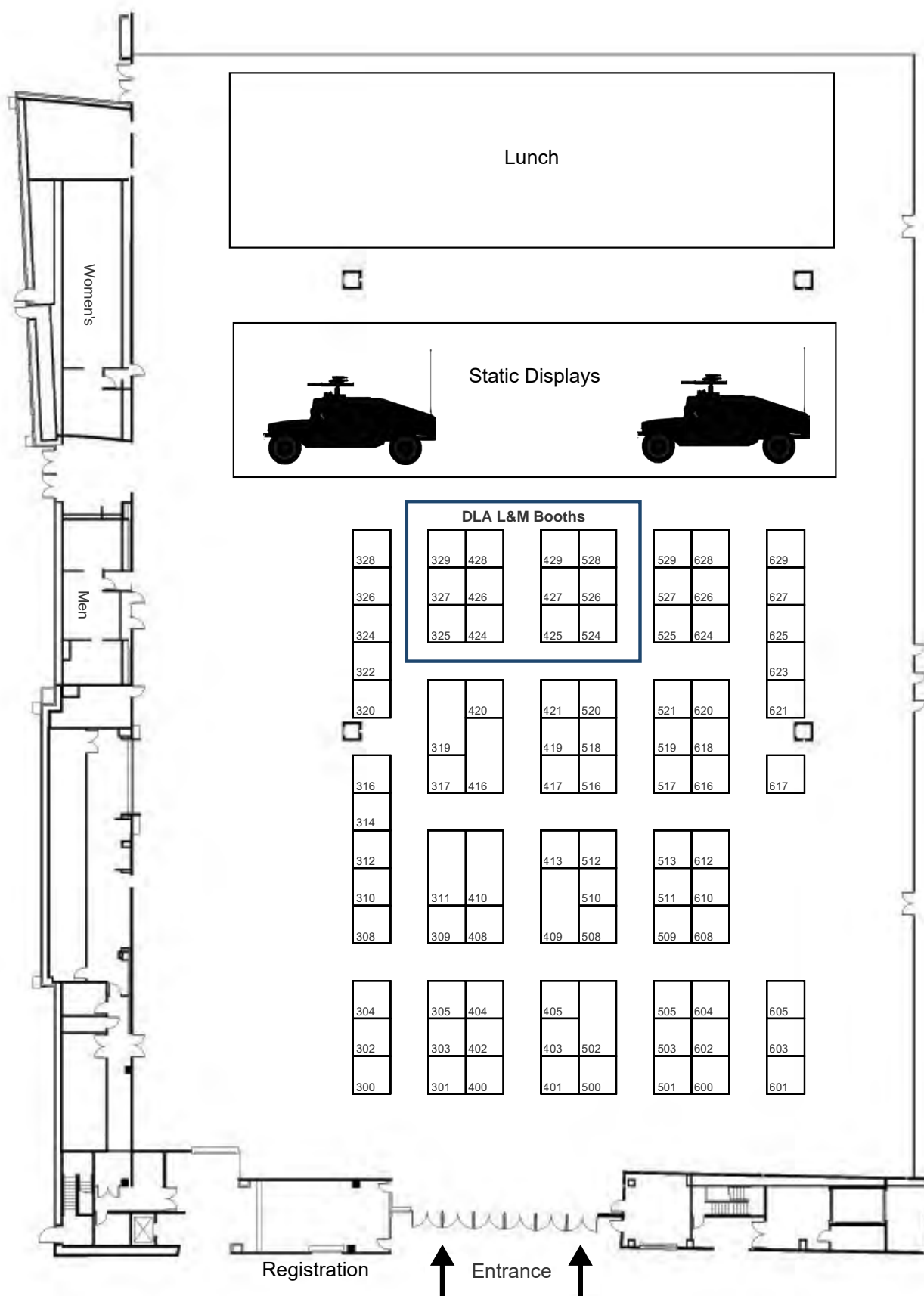
Officer to the Army Deputy Chief of Staff, G-4 (Army G-4); Brigade Commander, 3d Sustainment Brigade, Fort Stewart, Georgia; and Deputy C-4, Coalition Forces Land Component Command (CFLCC), Camp Arifjan, Kuwait during Operations Enduring Freedom (OEF), and Iraqi Freedom (OIF).

His assignments within the Continental U.S. and overseas duty locations include: Ft. Bragg, North Carolina; Fort Lee, Virginia; Fort Stewart, Georgia; Fort Leavenworth, Kansas; the Pentagon, Washington D.C.; Columbus, Ohio; Korea; Germany and Hawaii. He has deployed to Kosovo, Kuwait, and Iraq. LTG Williams' awards and decorations include the Distinguished Service Medal, Defense Superior Service Medal, Legion of Merit, Bronze Star Medal, Defense Meritorious Service Medal, Meritorious Service Medal, Army Commendation Medal, Army Achievement Medal, Combat Action Badge, Parachutist Badge, Parachute Rigger Badge and Army Staff Identification Badge.

EXHIBITOR LISTING

AAR Corporation.....	314	Facet.....	617	Peck & Hale, L.L.C.	600
ALI Corp.....	404	Federal Contracts Corp.....	503	Peerless Electronics	322
Applied DNA Sciences Inc.....	324	Garrity Tool Company.....	505	Peleman Industries	605
Argo Turboserve Corporation (ATC) ...	501	Halkey Roberts Corporation.....	512	Penn Power Group (fka Penn Detroit Diesel Allison, LLC)...	516
Benchmade Knife Company.....	529	Huber+Suhner Inc.....	623	Pro Seal & Plastics, LLC.....	612
Brighton Cromwell, LLC.....	405	IHS Markit.....	525	Quantico Tactical	608
Chase Defense Partners	621	Jamaica Bearings.....	410	Remy Battery Company.....	308
Concord Components, Inc.	509	JGB Enterprises, Inc.....	402	Rockwell Collins.....	409
Crestwood Technology Group.....	300	Kampi Components.....	420	SAIC.....	311
Davenport Aviation, Inc.	326	KICK STOPS™ Cargo Restraint Device ..	518	SAWTST, LLC.....	626
Dayton T. Brown, Inc.	320	Kimball Midwest.....	520	Shore Solutions, Inc.....	604
DLA Aviation.....	526	Lintech Components Co inc.....	519	Shred-Tech	510
DLA Corporate Events	329	Lowry Solutions	601	Signicast	304
DLA Distribution	528	Marvin Engineering	502	SourceAmerica	316
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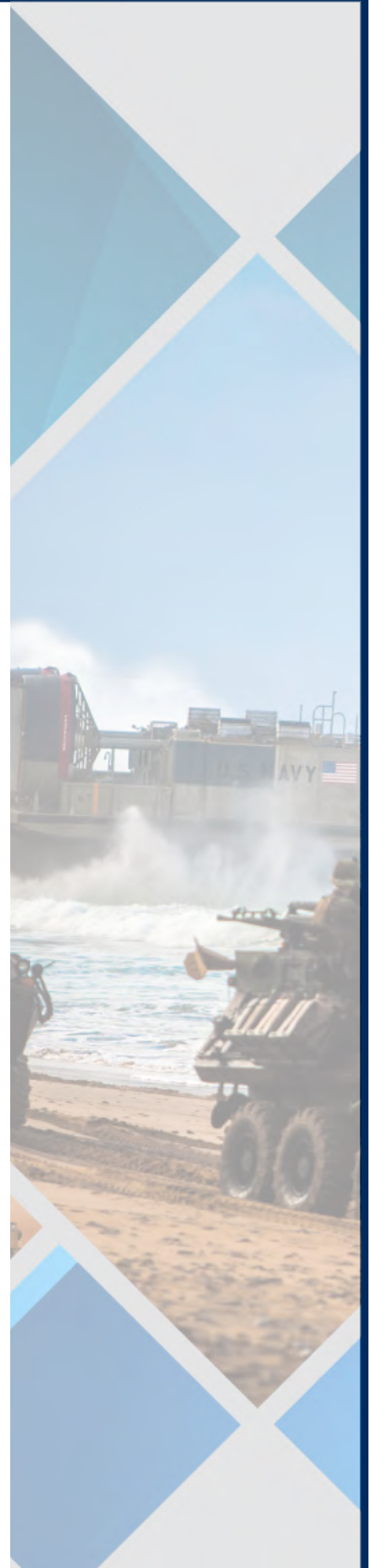
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DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Source Approval Request (SAR)

Eric Wilde, Mechanical Engineer

June 20-21, 2018



WARFIGHTER FIRST



Definition

- A Source Approval Request (SAR) package is an assembly of information required of a prospective new supplier for a specific item (NSN) that is currently procured as other than full-and-open
 - Source Controlled (AMSC B)
 - Source Restricted (AMSC C)
 - Code & Part Number (AMSC D)
- A SAR package contains all technical data needed to demonstrate that the prospective contractor can competently manufacture the NSN to the same level of quality or better than the approved source
- The SAR submitted for evaluation should be in accordance with the SAR guide checklist



Evolution



- Lean 6-Sigma Black Belt Project (SEP2011-JUN2012)
 - Centralized tracking of receipts and notifications
 - Streamlined DLA process
 - Improve DLA acceptance rate
- VE Process Improvements (2013-2015)
 - Centralized process tracking
 - Expanded analysts roles
 - Developed candidate NSN list & sample SAR
 - Improve ESA acceptance
 - Review packages outside of savings
 - DLA/contractor partnership (missing data, status)
 - Procedure change
 - Retention of Newly Approved Sources (DAG 17.7501-6)



Process



- Identify potential items (NSNs) of interest
 - Search...DIBBS, Haystack, SERVA (PTACs can help)
 - FSCs, item description, characteristics, OEM CAGE
 - DLA candidate list's
 - Obsolescence / limited competition
- Assemble SAR package data (follow guide)
 - Company information (manufacturing and quality)
 - Current part data and your data
 - SAR guide categories (OEM Data)
 - Reverse Engineering (OEM Part)
 - Business case
 - Actual data and/or test plan

VE Link (SAR Process, SAR Template, SAR Candidate List)
(<http://www.dla.mil/LandandMaritime/Offers/Services/TechnicalSupport/ValueMgtDiv/>)



SAR Guide Checklist



DLA LAND AND MARITIME **Alternate Offer & Source Approval** **Request Checklist**

Category I SAME PART
Category II SIMILAR PART
Category III NEW
MANUFACTURER

SECTION	REQUIRED ELEMENT	CATEGORY		
		I	II	III
*	TABLE OF CONTENTS IS REQUIRED FOR ALL AO & SARs			
A	COVER LETTER	X	X	X
B	QUALIFICATION PART DRAWINGS	X	X	X
C	QUALIFICATION PART DETAILED MANUFACTURING PLAN	X	X	X
D	MASTER TOOLING CERTIFICATION	X	X	X
E	DATA CERTIFICATION (with Company Officer Signature)	X	X	X
F	QUALIFICATION PART SUBCONTR/VENDOR LIST	X	X	X
G	QUALIFICATION PART SHIPPING DOCS	X		
H	SIMILAR (EQUIVALENT) PART DRAWINGS		X	



Process (continued)



- Submit SAR package
 - As Alternate Offer (AO) (open solicitation)
 - To Contracting Officer
 - To Competition Advocate Office (CAO)/AO Monitor
 - As Source Approval Request (no active solicitation)
 - To Competition Advocate Office (CAO)/AO Monitor
- Government reviews
 - CAO
 - Initial review, log case, notification
 - Value Engineering (VE)
 - Business case, technical review, tracking, contractor awareness/feedback
 - Engineering Support Activity (ESA)
 - Weapon system engineering evaluation



Start to Finish Summarization



- Contactor submits package
- Comp Ad receives package
 - Notification of receipt sent to contractor
 - Log package into SAR tracking system
 - Package forwarded to Value Engineering (VE) within 5 days
- VE receives package from Comp Ad
 - Analyst performs review (7 resources)
 - Review performed within 15 days
 - Package complete
 - Forwards package to ESA
 - Package incomplete but potential for rework
 - Notifies contractor and requests missing data (30 day)
 - If data not received, rejects package to CAO with reasons
 - Package incomplete
 - Notifies CAO with reasons



Start to Finish Summarization

- ESA receives package
 - ESA reviews package (90 day response time)
 - ESA accepts, rejects or requires more data
 - ESA completes review and closes out
- VE receives ESA response
 - Concur or not concur with ESA response (15 days)
 - Notify Comp Ad ESA response received
 - Gather additional contractor data (if applicable)(30 days)
 - Take cataloging action in adding source (if applicable)
- Comp Ad closes out packages (approved/rejected)
 - Sends official notification letter to contractor (5 days)



Government Responses



- Technical data is available for viewing (competitive)
- SAR package data missing
 - Will be contacted for missing data
- Need to complete qualification testing
 - Good on paper, but need to prove will work in application
- Rejected
- Business case/not in the best interest of the government
 - SAR package is incomplete (contractor failed to supply)
 - Weapons criticality
 - Application upgrade and/or discontinued
 - Can't validate part (no government data to compare)
- Accepted
 - Company cage/part number added as approved source

Final official notification sent via CAO letter



Procedure Change



- Retention of Newly Approved Sources - DAG 17.7501-6
 - Implemented on 17 June 2014
 - Sole Source Breakout
 - Utilization of multi-source award clause for a minimum of one (1) year from approval date and/or 1st award
 - If not low, but fair and reasonable based on previous contract price, 40% of the award may be given to the newly approved source
 - NSNs will be removed from Long Term Contracts (LTC) auto-solicitation and unless circumstances dictate otherwise



FY17 Metrics



- 282 packages received
- 111 packages approved
 - \$35.5M potential annual savings
- 114 packages rejected
- 144 packages pending
 - \$30.9M potential annual savings
- 7 cases item changed to fully competitive government drawings
 - \$2.1M expanded competition savings



Resources



- AO/SAR submission – (email – 8MB) dscc_ao-sar@dla.mil
– Mail (printed and/or CD copies)

U.S. Postal Service Address	UPS or FEDEX Address
DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process P.O. Box 3990 Columbus, OH 43218-3990	DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process 3990 East Broad Street Columbus, OH 43213

- AO/SAR process questions – dscc.altoffer.PM@dla.mil
- Technical Issues (Engineering/Analysts) – ve.sar@dla.mil
- Checking if drawings available – dscc.cddwgs@dla.mil
- RPPOB - DSCC.PartRequest@dla.mil
- DLA Small Business support – dscc.bcc@dla.mil
phone 1-800-262-3272



<http://www.dla.mil/LandandMaritime/Offers/Services/TechnicalSupport/ValueMgtDiv/>



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THE RIGHT SOLUTION - ON TIME, EVERY TIME

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Value Management Unit

"Saving money, keeping product performance and quality at their highest, and meeting the customers' expectations are just a few of the things that drive the men and women of DLA Land and Maritime, Value Management Unit (DLA Land and Maritime-VE)"

DLA Land and Maritime-VE

The Value Management Unit provides a wide range of engineering and technical support functions. Our diverse and innovative work force is dedicated to technical specialties.

The Value Management Unit seeks out sole source, limited competition, over priced, low reliability and hard to buy items to improve their value and support posture. We essentially seek out poor value and employ source development or competition enhancement techniques. In most cases we are developing alternate sources and work closely with the Engineering Support Activity (ESAs) and the weapon system program management offices to coordinate the development and the technical requirements of the items in question. In addition, we use reverse engineering and should cost to develop technical data packages or provide a detailed estimates of the price of parts, which is used during the contract negotiation process.

- Source Approval Information (SAR)
 - View [SAR Charts](#)
 - View [SAR Basic Flowcharts](#)
 - View [Source Approval Request \(SAR\) Guide](#)
 - View [Source Approval Request \(SAR\) Template](#)
 - Contractor Awareness
- Increase Competition - The Limited Source NSN Listing for (Aug 2016) was created to identify items where the government would like to develop competition. The list excludes AMSC T (mil-spec) or AMSC G (complete data package). The list contains NSNs with only 1-2 Listed Manufacturers with FSC and NIIN, Item Name, Stock Availability and Open Purchase Requests with Corresponding Quantities. Note: All NSNs have an Annual Demand Value (ADV) >\$10K, and do not currently have an Open Value Engineering Project.
- Limited Source NSN Listing (FSC Specific)
 - [4820 Nonpowered Valves](#)
 - [5930 Switches](#)
 - [4730 Hose Pipe and Tube Fittings](#)
 - [4320 Power and Hand Pumps](#)
 - [4810 Powered Valves](#)
 - [5985 Antennas and Waveguides](#)
 - [1005 Guns thru 30mm](#)
 - [Complete Limited Source Listing](#)



Questions







DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Aircraft Launch and Recovery Equipment (ALRE)

LCDR Anas Maazouzi
Maritime Operations Officer
June 20, 2018



WARFIGHTER FIRST



Agenda



- ALRE Overview
- ALRE Key Aspects
 - Critical Safety Items and Critical Application Items
 - Common Contract Data Requirements Lists (CDRLs)
 - Common Manufacturing And Inspection Processes
- Source Approval Request (SAR) Process
- Q/A



ALRE Overview



Purpose & Goal

This briefing is to equip vendors with information peculiar to ALRE items and the contractual obligations required by the government to substantiate the quality of the items.

The end goal is increase the supplier base for ALRE items by providing potential vendors with enough insight into the process to confidently quote, manufacture and deliver.

Aircraft Launch and Recovery Equipment

The highly critical ALRE program includes catapult launch and arrested landing system equipment that launches aircraft from an aircraft carrier or air capable ship, guides the aircraft back to the ship or expeditionary airfields and recovers them safely. The DLA ALRE population of stock numbers includes several hundred Critical Safety (CSI) and Critical Application Items (CAI) essential to system performance and operation, the preservation of life and the safety of operational personnel.



ALRE Overview

1 Improved Fresnel Lens Optical Landing System (IFLOLS) is an optical presentation that provides approaching aviators glideslope information, or the angle the aircraft descends to land aboard the ship, to guide them to the selected touchdown point on the flight deck.

2 Manually Operated Visual Landing Aid System (MOVLAS) is a backup system used to provide glideslope information when the primary optical system (IFLOLS) is inoperable.

3 Pickle Switches are the controllers used by Landing Signal Officers (LSOs) to operate the wave-off/cut lights and Arresting Gear Officers (AGOs) to control deck status, indicating the flight deck is ready for an arrestment.

On CVN 78, Pickle Switches are located:
3A LSO Platform
3B 07 Level (new location)
3C Flight Deck (controls the Landing Area Status Signal System (LASSS))

VISUAL LANDING AIDS

7 Integrated Catapult Control Station (ICCS) (a.k.a. "the bubble") serves as the control center where the Launch Control Officer and Launch Control Monitor conduct fixed-wing launches. The bow ICCS is raised for launches and lowered into the deck when not in use, while the waist ICCS is fixed.

The (bow) ICCS on CVN 78 is unique as it utilizes electromagnetic actuators (EMAs) instead of hydraulic.

8 Jet Blast Deflectors (JBDs) are specialized, heat-dissipating panels that are placed at the rear of aircraft catapults, positioned to protect other aircraft and personnel from exhaust blast damage as pilots apply full throttle in preparation for launch. JBDs lie flush with the flight deck until raised or lowered. The Ford's JBDs utilize EMAs instead of hydraulic.

LAUNCHER

9 Nose Gear Launch (NGL) equipment provides a positive and automatic means of attaching the aircraft launch bar to the catapult shuttle and spreader.

10 Electromagnetic Aircraft Launch System (EMALS) uses stored kinetic energy and solid-state electrical power conversion to provide the Navy with capability for launching all current and future carrier air wing platforms – lightweight unmanned to heavy strike fighters.

EMALS is the Navy's first new carrier-based launch technology in 60 years. EMALS offers accurate end-speed control and smoother acceleration, as well as cleaner and quieter work and living spaces environment for Sailors.

4 Flight Deck Marking and Lighting Systems provide the pilots and crew with a clear visual reference for approach lineup and landing area and deck edge limits.

5 Integrated Launch and Recovery Television Surveillance System (ILARTS) is a day/night closed-circuit television and video recording system that provides real-time viewing and recording of fixed wing aircraft launches/recoveries and helicopter take-offs/landings.

The CVN 78 ILARTS features a redesigned console; new cameras that can be controlled remotely from the ILARTS control room one level below the flight deck; a special panoramic camera, which seamlessly stitches together eight individual views for real-time view of the entire flight deck; and high-speed, pan-tilt-zoom (PTZ) cameras. These cameras provide the operator and the Aircraft Handling Officer situational awareness on and around the flight deck and control of PTZ cameras for the purpose of monitoring and recording flight deck operations. CVN 78 includes 18 cameras as compared to 10 previously found on Nimitz-class aircraft carriers.

6 Long-range Lineup System (LRLS) uses eye-safe lasers, projected aft of the ship, to give pilots a visual indication of their lineup relative to the ship's centerline from as far as 10 nautical miles out and until the landing area can be seen at around one nautical mile.

11 Aviation Data Management and Control System (ADMACS) is a tactical, real-time data management network that provides air operations planning and execution information, such as aircraft position and status of launch and recovery operations, which is displayed in numerous work centers, including flight deck control, Primary Flight Control (Prn-Fly), the Bridge, LSO Platform, Carrier Air Traffic Control Center (CATCC), Combat Direction Center (CDC), Strike Ops, Air Wing's Operations Office, and squadron ready rooms.

CVN 78 features the Block II version, with additional upgrades for EMALS and AAG interfaces. ADMACS now enables cross-check functionality, which confirms IFLOLS and Arresting Gear data are properly set for the approaching aircraft.

INFO SYSTEMS

12 Moriah Wind System provides digital wind speed and direction information, including crosswind and headwind, to support decision-making for air operations, combat, navigation, tactical planning and firefighting.

13 Landing Signal Officer Display System (LSODS) is an integrated set of displays, controls, and processing equipment that provides the LSO with video imagery, radar data, and other landing-pertinent information aiding the safe and expeditious recovery of aircraft during their final phase of flight.

ALRE SYSTEMS IN SYNC

On board the U.S. Navy's newest and most technologically advanced aircraft carrier, it takes an entire suite of systems to enable safe and effective operations on the flight deck. As shown, USS Gerald R. Ford (CVN 78) employs several Aircraft Launch and Recovery Equipment (ALRE) systems, supported by NAVAIR's PMA 251, in addition to debuting two new technologies – Electromagnetic Aircraft Launch System (EMALS) and Advanced Arresting Gear (AAG).

15 Barricade Stanchions are raised to support nylon webbing that has been stretched across the flight deck between them. The barricade is used to recover aircraft in emergency situations that preclude standard recoveries. The barricade stanchions on CVN 78 utilize EMAs rather than hydraulic.

RECOVERY

14 Advanced Arresting Gear (AAG) is a modular, integrated aircraft recovery system consisting of energy absorbers, power conditioning equipment and digital controls. AAG is a brand new system, designed as the follow-on to the Mark-7 arresting gear and Advanced Arresting Control (AAC) system used on Nimitz-class carriers. AAG offers a change in architecture which provides higher reliability and reduced fatigue impact to aircraft, at a reduced operating cost.



Aircraft Launch and Recovery Equipment (ALRE) Program Office (PMA 251)

U.S. Navy photo



Unique ALRE Requirements



- **CSI & CAI Requirements can include but are not limited to the following:**
 - First Article Testing/Production Lot Testing.
 - Extensive Quality & Inspection Requirements/ Source Inspection.
 - Higher Level Requirements with NAVY Oversight/NAVAIR/DCMA Joint Inspections.
 - Platings and finishes such as cadmium and anodizing.
 - Metal pre-treatments and coatings such as alodine and epoxies.
 - Hydrostatic testing, Heat-treatment and hardness testing.
- **Diminishing and Overburden Sources of Manufacturing**
 - A significant impediment to the ALRE mission is the limited and overburdened manufacturing base, leading to critical backorder situations and increased potential of disruption to mission.
 - Raw material shortages and fewer qualified suppliers with adequate capacity has significantly affected ALRE.
 - Almost half of the ALRE CSI/CAI population managed by the ALRE Maritime team is limited to only one approved source of supply.



Source Approval Request (SAR)



- Source Approval Request (SAR)

- The U.S. Navy uses the SAR process to evaluate a manufacturer's capabilities to approve the supplier for CSI and CAI Items.
- The SAR Package would contain all relevant technical data and would demonstrate evidence of the manufacturer's ability to produce a particular item with acceptable quality, traceability and sub-vendor control.

- Elements of “Good” SAR packages

- Must include all the required information per the NAVSUP SAR Brochure for Spares.

- Lessons Learned from bad SAR Packages

- SAR packages will be rejected/disapproved if required information and requirements are not met per the NAVSUP SAR Brochure.
- Seek help throughout the process and remain engaged.



Contract Data Requirements Lists



- **Contract Data Requirements Lists**

- CDRLs are required for most ALRE CSI/CAI parts.
- Found in the Technical Data Bid Set posted to DIBBs.
- Inspection /certification data is required to substantiate specific requirements for each ALRE part procured.

- **Common CDRLs**

- First Article Testing Report.
- Production Test and Inspection Report.
- Certificate of Quality Compliance.
- Production Lot Test Report.
- Welding Procedures.

- **Effective Communication and Pre & Post Award Conferences**

- Effective communication is essential to ensure understanding of the requirements in order to eliminate errors and time delays.



The Ask!!!



- **We Need Sources!**

- Assess your resources and capabilities and see if supplying ALRE items fits your business model.
- Talk with our team members about your current product lines and machining capabilities.

- **How Can You Help?**

- By taking the time to evaluate the quality provisions, contract deliverables and navigate the source approval process to become an approved ALRE source.

- **How Can We Help!**

- DLA stands ready to provide the necessary information on items needed and to assist navigating the source approval process.



Q/A





DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Cost and Pricing Overview





Topics of Discussion



- Warfighter Support
- Changes (Thresholds)
- Fair and Reasonableness; the Pricing Concept
 - Price Analysis
 - Cost Analysis
- Certified Cost or Pricing Data
- Commercial Items



Warfighter Support



- Warfighter Support is a Team Sport
 - It takes effort and support from all parties.
 - The Government and Industry are on the same team.
 - Granted, we each have different responsibility chains!
- Improving Warfighter Readiness by Improving Industry Alliances and Reforming Business Process
 - The procurement world is constantly faced with new challenges, needs, and changes.
 - Working together to get the mission done of Warfighter Support.



Warfighter Support



- We need to work together as partners to:
 - Lower costs and deliver value to the Warfighter.
 - Ensure that with every dollar we spend, that dollar is increasing the capability of the Warfighter.
 - Ensure that a Fair and Reasonable price is made on procurements on behalf of the taxpayer and Warfighter!



Changes



- Threshold Changes
 - Micro-Purchase Threshold (MPT) increased to \$5,000.00
 - Simplified Acquisition Threshold (SAT) increased to \$250,000.00
 - Certified Cost or Pricing Data (CCPD) or known as the Truth in Negotiations Act (TINA) Threshold increased to \$2,000,000.00 effective July 1, 2018
- The threshold changes are done by a Department of Defense (DoD) class deviation and remains in effect until it is incorporated in the FAR (Federal Acquisition Regulations) or is rescinded.



Fair and Reasonable Prices



- Contracting Officers have the following responsibility to the Taxpayer and Warfighter:
 - To conduct procurements in accordance to the applicable policies and procedures.
 - Obligate the Taxpayer's money in an efficient manner to meet the needs of the Warfighter.
 - Ensure that the price they are obligating is Fair and Reasonable.



Fair and Reasonable Prices



FAR 15.402

Contracting Officers shall –

- (a) Purchase supplies and services from responsible sources at Fair and Reasonable prices.
 - (1) Shall obtain certified cost or pricing data when required...
 - (2) When certified cost or pricing data are not required, shall obtain data other than certified cost or pricing data as necessary...
 - (3) Obtain the type and quantity of data necessary to establish a fair and reasonable price... Use techniques such as, but not limited to, price analysis, cost analysis, and/or cost realism analysis to establish a fair and reasonable price...



Fair and Reasonable Prices



- There is not a specific definition for “Fair and Reasonable Price” in the FAR, but it is mentioned a lot!
 - Generally we view it as:
 - Reasonable: A price that a prudent and competent buyer would be willing to pay, given knowledge of
 - Market Conditions
 - Supply and Demand
 - General Economic Conditions
 - Competition
 - Market Definition
 - Relative Pricing
 - Fair: Fair to both the seller and buyer



Fair and Reasonable Prices

- As mentioned, a Fair and Reasonable price is a price that is acceptable to both the Buyer and Seller (i.e., win-win outcome).
 - DLA Land and Maritime is always interested in getting the best deal for the Warfighter and Taxpayer!
 - However, “Profit” is not a dirty word and is necessary for companies to operate. We understand... But it should be reasonable.



Fair and Reasonable Prices



- The determination of a Fair and Reasonable price is probably one of the most important determinations a Contracting Officer makes.
- The Contracting Officer's primary objective in pricing a contract is to balance the contract type, cost and profit/fee negotiated to achieve a total result – a price that is fair and reasonable to both the Government and contractor.



Fair and Reasonable Prices



- The roles we play:
 - The Contracting Officer/Buyer is responsible on ALL procurements to determine whether the price is fair and reasonable.
 - The contractor is responsible for justifying their price as being fair and reasonable by providing adequate support or the basis for their cost/price position.



Methods to Determine a Price Fair and Reasonable



- For DLA Land and Maritime, the most common analysis techniques used are:
 - Price Analysis (FAR 15.404-1 (a)(2))
 - Cost Analysis (FAR 15.404-1 (a) (3) and (4))
- We will go over this...



Price Analysis

- Price Analysis is the process of examining and evaluating a proposed price to determine if it is fair and reasonable, without evaluating its separate cost elements and proposed profit.
 - It may, when necessary, be supplemented by evaluation of cost elements.
- Price analysis is always performed on every procurement.
- Price analysis is a subjective evaluation. However, it is the Contracting Officer who must be satisfied that the price of an item/service is fair and reasonable.



Price Analysis



- It's a comparison!
- A comparison of the proposed price to any of the following:
 - Other offered prices for the procurement
 - Previous/historic contract prices
 - Similar items
 - Independent Government Estimate
 - Market Research
 - Catalog or Price Lists that have been in themselves determined fair and reasonable



Price Analysis



- Two most common types of price analysis used at DLA Land and Maritime:
 - Comparison with other quotes/bids received
 - Comparison with past procurement(s) that were determined fair and reasonable
 - We will take into account quantity, inflationary factors, solicitation changes, economic conditions, and any other factors that can affect the price.



Price Analysis



- Contracting Officers are to use bases and information in price analysis that are recent, reliable, and valid.
- They must gather the necessary information to make an informed decision in regards to make a fair and reasonable price determination.



Cost Analysis



- Cost Analysis is the review and evaluation of the separate cost elements and proposed profit/fee of:
 - An offeror's or contractor's cost or pricing data information
 - The judgmental factors applied in projecting from the data to the estimated costs
- This can be in the form of:
 - Certified Cost or Pricing data
 - Procurements where certification is required
 - Generally for values over \$750,000 (\$2,000,000 after July 1, 2018)
 - Other than Certified Cost or Pricing data
 - Procurements not requiring certification



Cost Analysis



- Cost Analysis refers to review of the individual cost elements. Such as:
 - Direct costs
 - Materials
 - Labor
 - Indirect costs
 - Overheads
 - General and Administrative (G&A)
 - Profit
- We will review these cost elements to see if it will support a fair and reasonable price determination.



Cost Analysis



- Cost Analysis supplements Price Analysis
- It should provide insight into what it will cost a company to complete the contract using the methods proposed.
- Contracting Officers will use Cost Analysis in their fair and reasonable price determinations, where necessary.



Certified Cost or Pricing Data Threshold



- Certified Cost or Pricing data /Truth in Negotiations Act Threshold is increasing from \$750,000.00 to \$2,000,000.00 effective July 1, 2018
 - CCPD is required for procurements above the threshold that do not meet the following exceptions (FAR 15.403):
 - Adequate competition
 - Prices set by law or regulation
 - Commercial Item



Certified Cost or Pricing Data



- As noted, Certified Cost or Pricing data is a more in-depth proposal where it would be required to provide:
 - A detailed basis of estimates concerning:
 - Labor
 - Materials
 - Overhead rates
 - Profit
- A certification is required at the conclusion of negotiations.
- However, a lot of delays are due to inadequate Certified Cost or Pricing data packages.



Certified Cost or Pricing Data



- When submitting Certified Cost or Pricing data. Be sure to:
 - Sign and date the cover sheet
 - Have the correct total amount on the cover sheet (to include all option years)
 - Include a summary sheet with all applicable cost elements for all NSN(s)
 - The summary sheets (and sub-summary sheets, if required) do not reference all applicable schedules (e.g., G&A, overheads, etc.). The details concerning the rate calculation should be provided.



Certified Cost or Pricing Data



- Continued:
 - Budgetary forecasts for the all years of contract performance will need to be provided.
 - There are insufficient explanatory notes where needed.
 - The proposal figures do not track through the provided data.
 - The most current rates are not being provided.
 - The cost data does not include a Bill of Materials (BOM) or labor breakout by labor category, rate and hours.



Commerciality



- New DoD guidelines concerning commerciality
- If the item/product being offered is Commercial:
 - Submit adequate supporting data for the commerciality
 - Demonstrate that the item/product being offered is sold in the commercial market place
 - Provide non-redacted invoices of sales to non-Government customers for commercial purposes
 - Similar item(s) that are sold commercially
 - Catalog or published prices – Commercial offerings with actual sales history



Opportunities for Improvement



- Preproposal Conferences
 - Contractor, DLA L&M, DCMA and/or DCAA
- Respond timely to requests for information
- Submit complete cost data package
 - Proposal Adequacy Checklist
 - Make contact as needed
- Submit adequate supporting data for commerciality (i.e. Invoices)



Recommendations



- Review the solicitation and the requirements
- Review the history listed on the solicitation
 - Has anything changed in the market place for the item?
 - Are there any extenuating economic factors?
 - Time or Quantity variances
- Provide your best offer, since you never know what your competition is doing. Providing the best offer upfront, can help reduce lead times



Recommendations



- Be advised that Buyers and Contracting Officers may contact you to obtain additional information concerning your offer or negotiate.
- When requested for an informal cost breakdown, we are looking for the key drivers to the cost of the item such as material, labor, overheads, profit, etc.
- The quicker you can get the information to the Buyers and Contracting Officers, the quicker they can make their decision concerning the procurement.



Recommendations



- DLA Land and Maritime takes contract pricing very seriously.
- When our Contracting Officers don't have sufficient information needed to make a fair and reasonable price determination, it can delay or stop an award from being made.
- DLA Land and Maritime relies on its vendors in our efforts to be good stewards of the Taxpayers' dollars and in support of the Warfighter.







DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Cost and Pricing Overview





Topics of Discussion



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- Changes (Thresholds)
- Fair and Reasonableness; the Pricing Concept
 - Price Analysis
 - Cost Analysis
- Certified Cost or Pricing Data
- Commercial Items



Warfighter Support



- Warfighter Support is a Team Sport
 - It takes effort and support from all parties.
 - The Government and Industry are on the same team.
 - Granted, we each have different responsibility chains!
- Improving Warfighter Readiness by Improving Industry Alliances and Reforming Business Process
 - The procurement world is constantly faced with new challenges, needs, and changes.
 - Working together to get the mission done of Warfighter Support.



Warfighter Support



- We need to work together as partners to:
 - Lower costs and deliver value to the Warfighter.
 - Ensure that with every dollar we spend, that dollar is increasing the capability of the Warfighter.
 - Ensure that a Fair and Reasonable price is made on procurements on behalf of the taxpayer and Warfighter!



Changes



- Threshold Changes
 - Micro-Purchase Threshold (MPT) increased to \$5,000.00
 - Simplified Acquisition Threshold (SAT) increased to \$250,000.00
 - Certified Cost or Pricing Data (CCPD) or known as the Truth in Negotiations Act (TINA) Threshold increased to \$2,000,000.00 effective July 1, 2018
- The threshold changes are done by a Department of Defense (DoD) class deviation and remains in effect until it is incorporated in the FAR (Federal Acquisition Regulations) or is rescinded.



Fair and Reasonable Prices



- Contracting Officers have the following responsibility to the Taxpayer and Warfighter:
 - To conduct procurements in accordance to the applicable policies and procedures.
 - Obligate the Taxpayer's money in an efficient manner to meet the needs of the Warfighter.
 - Ensure that the price they are obligating is Fair and Reasonable.



Fair and Reasonable Prices



FAR 15.402

Contracting Officers shall –

- (a) Purchase supplies and services from responsible sources at Fair and Reasonable prices.
 - (1) Shall obtain certified cost or pricing data when required...
 - (2) When certified cost or pricing data are not required, shall obtain data other than certified cost or pricing data as necessary...
 - (3) Obtain the type and quantity of data necessary to establish a fair and reasonable price... Use techniques such as, but not limited to, price analysis, cost analysis, and/or cost realism analysis to establish a fair and reasonable price...



Fair and Reasonable Prices

- There is not a specific definition for “Fair and Reasonable Price” in the FAR, but it is mentioned a lot!
 - Generally we view it as:
 - Reasonable: A price that a prudent and competent buyer would be willing to pay, given knowledge of
 - Market Conditions
 - Supply and Demand
 - General Economic Conditions
 - Competition
 - Market Definition
 - Relative Pricing
 - Fair: Fair to both the seller and buyer



Fair and Reasonable Prices

- As mentioned, a Fair and Reasonable price is a price that is acceptable to both the Buyer and Seller (i.e., win-win outcome).
 - DLA Land and Maritime is always interested in getting the best deal for the Warfighter and Taxpayer!
 - However, “Profit” is not a dirty word and is necessary for companies to operate. We understand... But it should be reasonable.



Fair and Reasonable Prices



- The determination of a Fair and Reasonable price is probably one of the most important determinations a Contracting Officer makes.
- The Contracting Officer's primary objective in pricing a contract is to balance the contract type, cost and profit/fee negotiated to achieve a total result – a price that is fair and reasonable to both the Government and contractor.



Fair and Reasonable Prices



- The roles we play:
 - The Contracting Officer/Buyer is responsible on ALL procurements to determine whether the price is fair and reasonable.
 - The contractor is responsible for justifying their price as being fair and reasonable by providing adequate support or the basis for their cost/price position.



Methods to Determine a Price Fair and Reasonable



- For DLA Land and Maritime, the most common analysis techniques used are:
 - Price Analysis (FAR 15.404-1 (a)(2))
 - Cost Analysis (FAR 15.404-1 (a) (3) and (4))
- We will go over this...



Price Analysis



- Price Analysis is the process of examining and evaluating a proposed price to determine if it is fair and reasonable, without evaluating its separate cost elements and proposed profit.
 - It may, when necessary, be supplemented by evaluation of cost elements.
- Price analysis is always performed on every procurement.
- Price analysis is a subjective evaluation. However, it is the Contracting Officer who must be satisfied that the price of an item/service is fair and reasonable.



Price Analysis

- It's a comparison!
- A comparison of the proposed price to any of the following:
 - Other offered prices for the procurement
 - Previous/historic contract prices
 - Similar items
 - Independent Government Estimate
 - Market Research
 - Catalog or Price Lists that have been in themselves determined fair and reasonable



Price Analysis



- Two most common types of price analysis used at DLA Land and Maritime:
 - Comparison with other quotes/bids received
 - Comparison with past procurement(s) that were determined fair and reasonable
 - We will take into account quantity, inflationary factors, solicitation changes, economic conditions, and any other factors that can affect the price.



Price Analysis

- Contracting Officers are to use bases and information in price analysis that are recent, reliable, and valid.
- They must gather the necessary information to make an informed decision in regards to make a fair and reasonable price determination.



Cost Analysis



- Cost Analysis is the review and evaluation of the separate cost elements and proposed profit/fee of:
 - An offeror's or contractor's cost or pricing data information
 - The judgmental factors applied in projecting from the data to the estimated costs
- This can be in the form of:
 - Certified Cost or Pricing data
 - Procurements where certification is required
 - Generally for values over \$750,000 (\$2,000,000 after July 1, 2018)
 - Other than Certified Cost or Pricing data
 - Procurements not requiring certification



Cost Analysis



- Cost Analysis refers to review of the individual cost elements. Such as:
 - Direct costs
 - Materials
 - Labor
 - Indirect costs
 - Overheads
 - General and Administrative (G&A)
 - Profit
- We will review these cost elements to see if it will support a fair and reasonable price determination.



Cost Analysis



- Cost Analysis supplements Price Analysis
- It should provide insight into what it will cost a company to complete the contract using the methods proposed.
- Contracting Officers will use Cost Analysis in their fair and reasonable price determinations, where necessary.



Certified Cost or Pricing Data Threshold



- Certified Cost or Pricing data /Truth in Negotiations Act Threshold is increasing from \$750,000.00 to \$2,000,000.00 effective July 1, 2018
 - CCPD is required for procurements above the threshold that do not meet the following exceptions (FAR 15.403):
 - Adequate competition
 - Prices set by law or regulation
 - Commercial Item



Certified Cost or Pricing Data



- As noted, Certified Cost or Pricing data is a more in-depth proposal where it would be required to provide:
 - A detailed basis of estimates concerning:
 - Labor
 - Materials
 - Overhead rates
 - Profit
- A certification is required at the conclusion of negotiations.
- However, a lot of delays are due to inadequate Certified Cost or Pricing data packages.



Certified Cost or Pricing Data



- When submitting Certified Cost or Pricing data. Be sure to:
 - Sign and date the cover sheet
 - Have the correct total amount on the cover sheet (to include all option years)
 - Include a summary sheet with all applicable cost elements for all NSN(s)
 - The summary sheets (and sub-summary sheets, if required) do not reference all applicable schedules (e.g., G&A, overheads, etc.). The details concerning the rate calculation should be provided.



Certified Cost or Pricing Data



- Continued:
 - Budgetary forecasts for the all years of contract performance will need to be provided.
 - There are insufficient explanatory notes where needed.
 - The proposal figures do not track through the provided data.
 - The most current rates are not being provided.
 - The cost data does not include a Bill of Materials (BOM) or labor breakout by labor category, rate and hours.



Commerciality



- New DoD guidelines concerning commerciality
- If the item/product being offered is Commercial:
 - Submit adequate supporting data for the commerciality
 - Demonstrate that the item/product being offered is sold in the commercial market place
 - Provide non-redacted invoices of sales to non-Government customers for commercial purposes
 - Similar item(s) that are sold commercially
 - Catalog or published prices – Commercial offerings with actual sales history



Opportunities for Improvement



- Preproposal Conferences
 - Contractor, DLA L&M, DCMA and/or DCAA
- Respond timely to requests for information
- Submit complete cost data package
 - Proposal Adequacy Checklist
 - Make contact as needed
- Submit adequate supporting data for commerciality (i.e. Invoices)



Recommendations



- Review the solicitation and the requirements
- Review the history listed on the solicitation
 - Has anything changed in the market place for the item?
 - Are there any extenuating economic factors?
 - Time or Quantity variances
- Provide your best offer, since you never know what your competition is doing. Providing the best offer upfront, can help reduce lead times



Recommendations



- Be advised that Buyers and Contracting Officers may contact you to obtain additional information concerning your offer or negotiate.
- When requested for an informal cost breakdown, we are looking for the key drivers to the cost of the item such as material, labor, overheads, profit, etc.
- The quicker you can get the information to the Buyers and Contracting Officers, the quicker they can make their decision concerning the procurement.



Recommendations



- DLA Land and Maritime takes contract pricing very seriously.
- When our Contracting Officers don't have sufficient information needed to make a fair and reasonable price determination, it can delay or stop an award from being made.
- DLA Land and Maritime relies on its vendors in our efforts to be good stewards of the Taxpayers' dollars and in support of the Warfighter.







DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



WARFIGHTER FIRST



DLA's Mission: Supporting the Warfighter



DLA is DoD's largest logistics combat support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.



WARFIGHTER FIRST



Scope of DLA Customer Support



- Worldwide presence:
 - 28 countries and 48 states
- DLA provides over \$38 Billion in sales and revenue.
- Ranks DLA in top 15th percentile of the Fortune 500
- Supports nearly 2,430 weapon systems
- Managing 5.3 Million separate line items via nine supply chains
- Processes on average 100,000 requisitions & 10,000 contract actions per day
- Foreign Military Sales
 - Supporting 110 Allied Nations













DLA Overview...

Global Supply Chains



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• 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 	
EBS							FAS



Major Subordinate Commands (Major Buying Activities)



DLA LAND & MARITIME
Columbus, OH



DLA AVIATION
Richmond, VA



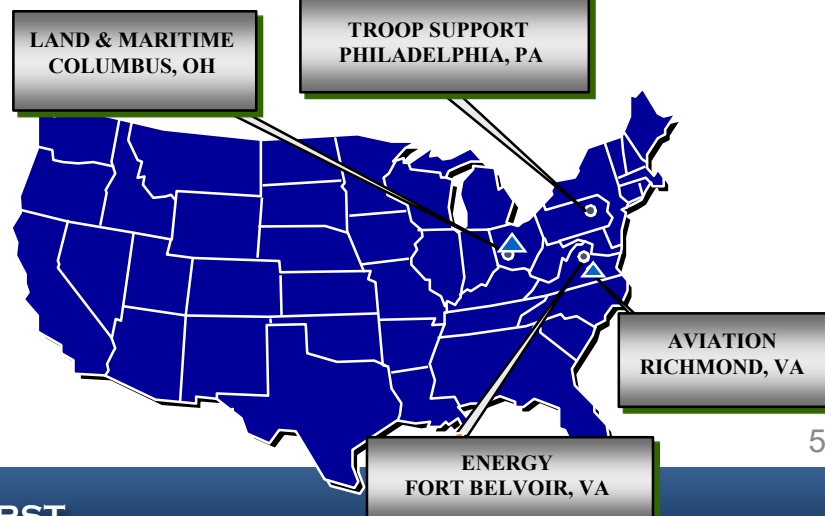
DLA TROOP SUPPORT
Philadelphia, PA



DLA ENERGY Fort
Belvoir, VA



Defense Supply Centers





Major Subordinate Commands (DLA Supply Centers)



DLA Land and Maritime

401 N YEARLING ROAD
COLUMBUS, OH 43213-1152

TEL: (614) 692-3541 or
1-800-262-3272

Web Site:

www.landandmaritime.dla.mil

DLA Aviation

8000 JEFFERSON DAVIS HWY
RICHMOND, VA 23297-5124

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

Web Site:

www.aviation.dla.mil

DLA Troop Support

700 ROBBINS AVENUE
PHILADELPHIA, PA 19111-5092

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

Web Site:

www.troopsupport.dla.mil

DLA Energy

8725 JOHN KINGMAN DRIVE
FT. BELVOIR, VA 22060-6221

TEL: (703) 767-9400 or
1-800-523-2601

Web Site:

www.energy.dla.mil



Additional DLA Buying Activities



DLA Contracting Services Office (DLA CSO)

- To provide DLA enterprise IT products, services and infrastructure support
- DLA CSO solicitations can be found on either Federal Business Opportunities (www.fbo.gov) or on GSA eBuy (opened to GSA Federal Supply Schedule contractors only) via the following prefixes:

SP4701 DLA CSO Philadelphia, PA

SP4702 DLA CSO Columbus, OH

SP4703 DLA CSO Richmond, VA

SP4705 DLA CSO DLA HQ Ft. Belvoir, VA

SP4706 DLA CSO Energy Ft. Belvoir, VA

SP4707 DLA CSO Battle Creek, MI

- For more information: DCSO.smallbusiness@dla.mil



Additional DLA Buying Activities



DLA Distribution, New Cumberland, PA

- Worldwide network of 25 distribution depots
 - <https://www.ddc.dla.mil/businessopportunities/default.aspx>

DLA Disposition Services, Battle Creek, MI:

- DODs provider of choice for worldwide reuse, recycling and disposal solutions
 - <http://www.dispositionservices.dla.mil/newproc/smallbusiness.shtml>
 - <http://www.dispositionservices.dla.mil/newproc/index.shtml>



Additional DLA Buying Activities



DLA Strategic Materials, Ft. Belvoir, VA

- Manages the strategic and critical raw material stockpile that supports national defense needs

<http://www.strategicmaterials.dla.mil/Pages/default.aspx>

DLA Document Services, Mechanicsburg, PA

- Provides professional printing, copying, duplicating, scanning, imaging, document conversion, CD-ROM, and web services to the Defense Department and the Federal Executive Branch.
- Business opportunities are posted on either GSA eBuy or FedBizOps.

<http://www.documentservices.dla.mil/index.html#2>



Before You Can Sell To DLA



- **Get a D-U-N-S (Dun & Bradstreet) Number:** 1-888-347-0475
- Register for your free DUNS number: <http://www.dnb.com/>
- **Register in SAM to get a Commercial and Government Entity (CAGE) Code:**
www.sam.gov
- **Register in DLA Internet Bid Board System (DIBBS):**
<https://www.dibbs.bsm.dla.mil>
- **List your small business in the Dynamic Small Business Database.** Like SAM, this is a search engine for buyers, a marketing tool, and a link to procurement opportunities: http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm



DLA Acquisition Regulations



- **Federal Acquisition Regulation (FAR)**
 - Governs the “acquisition process”
 - Regulates government personnel activities
 - Codified at Title 48, Chapter 1 of the United States Code of Federal Regulations
- **Defense Federal Acquisition Regulation Supplement (DFARS)** – DoD FAR supplement
- **Defense Logistics Agency Directive (DLAD)**



How DLA Supply Centers Buys



85% of our solicitations are AUTOMATED via
DLA Internet Bid Board System

- <https://www.dibbs.bsm.dla.mil>
- These procurements are system generated, web based, evaluated and awarded by the computer.
- Automated procurements have a T or U in the 9th position of the solicitation number.(Ex.SPE7M114T0123)
- 15% of NSNs actively purchased are 1G items.



Common Solicitation Types at DLA Supply Centers



- Request for Quotations (**RFQs**) - *Under \$250,000*
 - Most common type - Average award is <\$4,000
 - Generally quoted directly on our DIBBS web site
 - 30 - 35% are awarded without human intervention
- Request For Proposals (RFPs) - *Over \$250,000*
 - Located on fedbizopps: <https://www.fbo.gov>
 - Solicitation must be filled in by hand and returned to
 - DSCC by a specific time and date
 - Proposals may be negotiated



National Stock Numbers

NSNs are the Government's part numbers

<http://www.landandmaritime.dla.mil/offices/smbusiness>

Halfway down, click on the
Manufacturing Capability Survey hyperlink.



Capability Survey

CAPABILITY STATEMENT FOR DEFENSE SUPPLY CENTER COLUMBUS			
Company Name:		CAGE Code:	
POC's Name:		DUNS #:	
Address:		Position:	
City, St., Zip:		Office Phone:	
Email:		Fax:	
		Date:	
SMALL BUSINESS SOCIO-ECONOMIC PROGRAM CLASSIFICATIONS			
Small Business	HUBZone Certified	NIB / Source America	
Small Disadvantaged Business	Service Disabled Veteran Owned	Economically Disadvantaged Woman Owned SB	
Woman Owned Small Business	8(a) Program		
INDUSTRY FOCUS: What industry is the main focus of your manufacturing capabilities? (mark any that apply)			
Maritime	Automotive / Land Vehicles	Electronics	Aerospace
COMMODITY FOCUS: (Mark type of commodities manufactured)		List Other Commodities:	
Structural Components	Pumps / Valves		
Power train Components	Pneumatics / Hydraulics		
Suspension Components	Plumbing / Fixtures		
Fuel System Components	Gun / Weapon Parts		
Steering / Axle Components	Tubes / Hoses		
Arresting / Braking Systems	Electrical / Electronic		
PROCESS CAPABILITIES: (Mark all that apply)		List Other Processes:	
Casting	Extrusions		
Forging	Packaging		
Stamping	Plating		
Grinding	Electronic / Electrical Assembly		
Screw Threads	Tooling / Pattern Making		
Machining	Surface Treatment		
Welding	Painting		
Assembly	CARC Paint		
Kitting	Coatings & Corrosion Treatment		
Sewing	Sheet Metal		
MATERIAL CAPABILITIES (Mark all that apply)		Any Additional Capabilities:	
Steel (Carbon)	Precious Metals		
Stainless Steel	Hastelloy		
Tool Steel	Inconel		
Armor Plate	Monel		
Cast Iron	Powdered Metals		
Aluminum	Fabric		
Copper	Rubber		
Bronze	Plastic		
Brass	Ceramic		
Titanium	Composite		
Nickel	Glass		
MANUFACTURING CAPABILITIES OR LIMITATIONS (i.e. Dimensions, Tolerances, etc...)			
1	4		
2	5		
3	6		
EQUIPMENT LIST [(# of), #-axis, Make/Model, Type, CNC/Manual, Press & Crane Tonnage), (xyz), dia x length]			
1	11		
2	12		
3	13	Ex: (1) 5-axis DMG DMU60 linear Mill – 25" x 31.5" x 33.5"	
4	14	(xyz) w/ 19.5"x19.5" pallet changer @ 1323 lbs	
5	15		
6	16		
7	17		
8	18		
9	19		
10	20		
Military or Industry Certifications / Quality Systems in Place:			
1	4		
2	5		
3	6		
OTHER INFORMATION (eg: FSCs – NAICS – Web site – Overflow of other sections): AREA EXPANDS			
How many Axes' is your machinery capable of maximizing?			
Web:			
FSCs:			



How DLA Supply Centers Buy



- Approved CAGE Code & Part Number
 - Manufacturer(s) already approved
 - Approved source(s) for dealers and distributors
- Fully Competitive
 - Bidsets and Drawings Available
- Source controlled via approved sources
- Qualified Products/Manufacturers Lists (QPLs/QMLs)



What is on DIBBS?



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

DLA Internet Bid Board System (DIBBS):

- View solicitations and submit quotes
- View RFPs
- View Long Term Contracts Opportunities
- View provisions, clauses and packaging specs
- View award history
- Access drawings and technical data (cFolders)
- Access Forecast (estimate) Information (Supplier Requirements Visibility Application or SRVA)
- Access the Past Performance Information Retrieval System (PPIRS)
- Your performance score used in award decisions – Know it!



DIBBS Home Page

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

FAQs

REGISTRATION

REFERENCES

NOTICES

DLA Internet Bid Board System (DIBBS) - Windows Internet Explorer provided by Defense Logistics Agency

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

File Edit View Favorites Tools Help

★ Favorites DLA Internet Bid Board System (DIBBS)

Page Safety Tools

Help

- On-Line Help
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
- Feedback

Vendor Registration

- Vendor Registration
- Registration Guidelines

Solicitations

- Requests for Quotation (RFQ)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
- Requests for Proposal (RFP) / Invitation For Bid (IFB)
- Other DLA Opportunities (FedBizOpps)

Awards

- Awards
- Subsistence Market Ready Orders
- Post Award Request (PAR)
PAR allows register users the ability to make requests on contract and modifications.
- Other DLA Awards (FedBizOpps)

References

- Global Search
- Master Solicitation Documents
- Regulation Extracts used for DIBBS quoting
- Virtual Library
- Vendor Performance
 - [Automated Best Value System \(ABVS\)](#)
 - [Past Performance Information Retrieval System \(PPIRS\)](#)
- Supplier Requirements Visibility Application (SRVA)

Technical Data

- DLA Collaboration Folders (cFolders)
- DLA Packaging
- DoD Specifications and Standards
- Military Engineering Data Asset Locator System
- Federal Stock Classes (FSC) managed by DLA

Notices

Topic	Posted
Medical Supplies for Overseas Shipment	11-21-2011
DLA Land and Maritime Material Cost Reduction Initiative - Savings First Quarter of FY12	01-31-2012
C and E Troop Support Lumber Day	01-30-2012

fsNotices

Local intranet | Protected Mode: Off 100%



RFQ Database Search



DLA-BSM Request For Quote (RFQ) Search - Microsoft Internet Explorer provided by DSCC

File Edit View Favorites Tools Help

Back Forward Stop Reload Search Favorites Media

Address <https://www.dibbs.bsm.dla.mil/RFQ/> Go

FAQ/Help Refs My Account Log In

Home Solicitations RFQs RFP/IFBs Tech Data Downloads Awards

Navigation: Navigation/Documents Search: Choose Search go

Location: Home » Solicitations » RFQs

LOGGED OFF ENHANCED OFF

Notice: » DLA has canceled a significant number of open solicitations because they contained incomplete or inaccurate technical data. [Read Notice](#)
» Tech data for some solicitations is currently not available in cFolders. We are working to resolve the problem. If Tech data is missing, please send an email with the solicitation number to PDMI helpdesk at DscrpmdDistribution@dscrl.dla.mil
» PDMI SUPPLIER TRAINING link to the SIRC presentation-- [Read Notice](#)
Please read notices posted on the [Notices page](#).

[RFQ Search](#) [Recent RFQs](#) [RFQs by Issue Dt](#) [RFQs by Return By Dt](#) [FSCs](#) [RFQ Auctions](#) [338] 12/04/2006 11:19:00 AM

Custom Queries
Search the RFQ Database.

RFQ Database Search

Search Categories:
National Stock Number (4)

Search Value(s): *

Reset Submit »

Scope: Show RFQs only for:
All

Sorted by:
NSN

Then By Sorted by:

Show Only:

Text Search
Search RFQ text for any word(s) or phrase(s).

Addit
Search
Con
En
Own
Re
the
Veter

- NATIONAL STOCK NUMBER
- FEDERAL SUPPLY CLASS
- SOLICITATION NUMBER
- PURCHASE REQUEST
- NOMENCLATURE
- APPROVED PART NUMBER
- APPROVED CAGE CODE

Discussions Discussions not available on <https://www.dibbs.bsm.dla.mil/>

Done Local intranet



DIBBS Search



DIBBS RFQ Search Results - Windows Internet Explorer provided by Defense Logistics Agency

https://www.dibbs.bsm.dla.mil/Rfq/RfqRecs.aspx

File Edit View Favorites Tools Help

★ Favorites DIBBS RFQ Search Results

RFQs where **Federal Stock Class:** 5965 sorted by NSN/Part Number Ascending

Records Found: **106**

Pages: 1 2 3

Click on Solicitation number to view document.

#	NSN/Part Number	Nomenclature	Technical Documents	Solicitation	RFQ/Quote Status	Purchase Request	Issued	Return By
1	5965-00-069-2723	HEADSET, ELECTRICAL	Tech Docs	SPM7M9-12-Q-0474 » Package View SB	Open Q quote	0044613008 Qty: 97	01-30-2012	02-13-2012
2	5965-00-137-9285	BOOM, MICROPHONE	None	SPM7M9-12-T-6807 » Package View	Open Q quote	0044727595 Qty: 36	02-03-2012	02-17-2012
3	5965-00-234-0219	HEADSET-MICROPHONE	None	SPM7M9-12-T-3263 » Package View	Open Q quote	0044094466 Qty: 10	12-05-2011	12-19-2011
4	5965-00-240-3819	ARM, MICROPHONE	Tech Docs	SPM7M0-11-T-H380 » Package View	Open Q quote	0042779142 Qty: 10	08-15-2011	08-29-2011
5	5965-00-296-1808 Mil-Spec	LOUDSPEAKER, PERMANENT	Tech Docs	SPM7M9-12-Q-0469 » Package View SB	Open Q quote	0044638848 Qty: 165	02-03-2012	02-17-2012
6	5965-00-359-9769	MICROPHONE, DYNAMIC	Tech Docs	SPM7M0-12-Q-0174 » Package View	Open Q quote	0043082985 Qty: 15	02-10-2012	02-16-2012
7	5965-00-421-6440	HEADSET-MICROPHONE	None	SPM7M9-12-T-2820 » Package View	Open Q quote	0043968609 Qty: 15	11-18-2011	12-02-2011
8	5965-00-445-1381	HOLDER, MICROPHONE	None	SPM7M9-12-T-7049 » Package View	Open Q quote	0044766126 Qty: 56	02-09-2012	02-23-2012
9	5965-00-486-7902	LOUDSPEAKER, PERMANE	None	SPM7M9-11-T-Q828 » Package View	Open Q quote	0043353568	08-26-2011	10-14-2011
10	5965-00-661-0469	MICROPHONE ELEMENT	None	SPM7M9-12-Q-0506 » Package View	Open Q quote			
11	5965-00-679-9501	HANDSET	Tech Docs	SPM7M9-12-Q-0533 » Package View	Open Q quote			
12	5965-00-790-2441 Mil-Spec	LOUDSPEAKER-MICROPH	Tech Docs *Spec/Std Only	SPM7M9-12-T-6844 » Package View	Open Q quote			
13	5965-00-790-2441 Mil-Spec	LOUDSPEAKER-MICROPH	Tech Docs *Spec/Std Only	SPM7M9-12-T-3419 » Package View	Open Q quote	0044144638 Qty: 1	12-08-2011	12-22-2011
14	5965-00-892-1010	HEADSET, ELECTRICAL	None	SPM7M9-12-T-6214 » Package View	Open Q quote	0044580426 Qty: 15	01-20-2012	02-03-2012
15	5965-00-905-6895 Mil-Spec	MICROPHONE, MAGNETIC	Tech Docs	SPM7M9-12-Q-0429 » Package View SB	Open Q quote	0044233218 Qty: 116	01-11-2012	01-25-2012

Done

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100%

Note: You can get data or quote from this screen.



DIBBS Solicitation



Solicitation

Buyer

REQUEST FOR QUOTATIONS		THIS RFQ <input type="checkbox"/> IS <input checked="" type="checkbox"/> IS NOT A SMALL BUSINESS SET-ASIDE		PAGE 1 OF 6 PAGES
1. REQUEST NO. SPE7MC-16-T-9705	2. DATE ISSUED 2016 MAR 22	3. REQUISITION/PURCHASE REQUEST NO. 0062888954	4. CERT. FOR NAT. DEF. UNDER BDSA REG. 2 AND/OR DMS REG. 1 ▶	RATING DO-C9
5. ISSUED BY DLA LAND AND MARITIME MARITIME HARDWARE/ELECTRICAL P O BOX 3990 COLUMBUS OH 43216-3990 USA Name: Dale Loney Buyer Code: PLCLXXC Tel: 614-692-3059 Fax: 614-692-2474 Email: Dale.Loney@dlm.mil			6. DELIVER BY (Date) 20 DAYS ADO	
8. TO:			7. DELIVERY <input type="checkbox"/> FOB DESTINATION <input checked="" type="checkbox"/> OTHER (See Schedule)	
			9. DESTINATION	
			a. NAME OF CONSIGNEE See Schedule	
			b. STREET ADDRESS	
			c. CITY	
			d. STATE e. ZIP CODE	
10. PLEASE FURNISH QUOTATIONS TO THE ISSUING OFFICE IN BLOCK 5 ON OR BEFORE CLOSE OF BUSINESS (Date) 2016 APR 01		IMPORTANT: This is a request for information, and quotations furnished are not offers. If you are unable to quote, please so indicate on this form and return it to the address in Block 5. This request does not commit the Government to pay any costs incurred in the preparation of the submission of this quotation or to contract for supplies or services. Supplies are of domestic origin unless otherwise indicated by quote. Any representations and/or certifications attached to this Request for Quotations must be completed by the quote.		
11. SCHEDULE (See Continuation Sheets)				

POC INFORMATION:

WHEN TECHNICAL DATA IS PROVIDED IT MUST BE OBTAINED AT <https://pdf1.bsm.dla.mil/cfolders>. DISCREPANCIES FOUND IN TECHNICAL DATA PROVIDED, SUBMIT REQUEST TO THE DLA CUSTOMER SERVICE WEBSITE: <https://www.pdmd.dla.mil/cs/>

ALL OTHER QUESTIONS (SOLICITATION REQUIREMENTS, ITEM DESCRIPTION, AWARD CHOICE, ETC.), PLEASE CONTACT THE BUYER SHOWN ABOVE

QUESTIONS REGARDING OPERATION OF THE DLA-BSM INTERNET BID BOARD SYSTEM SHOULD BE E-MAILED TO DibbsBSM@dlm.mil

FOR IMMEDIATE ASSISTANCE, PLEASE REFER TO THE FREQUENTLY ASKED QUESTIONS (FAQS) ON BSM DIBBS AT: <https://www.dibbs.bsm.dla.mil/Refs/help/DIBBSHelp.htm> OR PHONE 1-855-DLA-0001 (1-855-352-0001).

MASTER SOLICITATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE DLA MASTER SOLICITATION FOR EPROCUREMENT AUTOMATED SIMPLIFIED ACQUISITIONS (PART 13) REVISION 32 (MARCH 9, 2016) WHICH CAN BE FOUND ON THE WEB AT: http://www.dla.mil/Portals/104/Documents/J7Acquisition/Master_Solicitation_REV_32_MAR_16.pdf

Help

Master
Solicitation



DIBBS Solicitation



REQUEST FOR QUOTATIONS		THIS RFQ <input type="checkbox"/> IS <input checked="" type="checkbox"/> IS NOT A SMALL BUSINESS SET-ASIDE		PAGE 1 OF 6 PAGES
1. REQUEST NO. SPE7MC-16-T-9705	2. DATE ISSUED 2016 MAR 22	3. REQUISITION/PURCHASE REQUEST NO. 0062888954	4. CERT. FOR NAT. DEF. UNDER BDSA REG. 2 AND/OR DMS REG. 1	RATING DO-C9
5. ISSUED BY DLA LAND AND MARITIME MARITIME HARDWARE/ELECTRICAL P O BOX 3990 COLUMBUS OH 43218-3990 USA Name: Dale Loney Buyer Code:PLCLXXC Tel: 614-692-3059 Fax: 614-692-2474 Email: Dale.Loney@dla.mil			6. DELIVER BY (Date) 20 DAYS ADD	
			7. DELIVERY <input type="checkbox"/> FOB DESTINATION <input checked="" type="checkbox"/> OTHER (See Schedule)	
			9. DESTINATION	
			a. NAME OF CONSIGNEE See Schedule	
			b. STREET ADDRESS	
			c. CITY	
			d. STATE	e. ZIP CODE
10. PLEASE FURNISH QUOTATIONS TO THE ISSUING OFFICE IN BLOCK 5 ON OR BEFORE CLOSE OF BUSINESS (Date) 2016 APR 01		IMPORTANT: This is a request for information, and quotations furnished must be completed on this form and return it to the address in Block 5. This is incurred in the preparation of the submission of this quotation or to origin unless otherwise indicated by quote. Any representations and/or be completed by the quote.		
11. SCHEDULE (See Continuation Sheets)				

FOB Point will be “Destination” or “Origin”

DO: Critical to National Defense

DX: Highest National Defense Urgency

Helps to ensure that products, materials and services needed for defense are expeditiously available

POC INFORMATION:

WHEN TECHNICAL DATA IS PROVIDED IT MUST BE OBTAINED AT <https://pcf1.bsm.dla.mil/cfolders>. D SUBMIT REQUEST TO THE DLA CUSTOMER SERVICE WEBSITE: <https://www.pdmd.dla.mil/cs/>

ALL OTHER QUESTIONS (SOLICITATION REQUIREMENTS, ITEM DESCRIPTION, AWARD CHOICE,

QUESTIONS REGARDING OPERATION OF THE DLA-BSM INTERNET BID BOARD SYSTEM SHOULD

FOR IMMEDIATE ASSISTANCE, PLEASE REFER TO THE FREQUENTLY ASKED QUESTIONS (FAQS) <https://www.dibbs.bsm.dla.mil/Refs/help/DIBBSHelp.htm> OR PHONE 1-855-DLA-0001 (1-855-352-0001)

MASTER SOLICITATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE DLA MASTER SIMPLIFIED ACQUISITIONS (PART 13) REVISION 32 (MARCH 9, 2016) WHICH CAN BE FOUND ON THE http://www.dla.mil/Portals/104/Documents/J7Acquisition/Master_Solicitation_REV_32_MAR_16.pdf



DIBBS Solicitation



Continuation Sheet	Reference No. of Document Being Continued: SPE7M5-16-T-4293	Page 2 of 8
<p style="text-align: center;">SECTION A</p> <p>THIS BUY MAY BE A CANDIDATE FOR AUTOMATED AWARD. HOWEVER, AUTOMATED SOLICITATIONS CONTAINING FIRST ARTICLE TEST REQUIREMENTS ARE NOT CANDIDATES FOR AN AUTOMATED AWARD. ALL QUOTES MUST BE SUBMITTED VIA THE DLA INTERNET BID BOARD SYSTEM (DIBBS) AT https://www.dibbs.bsm.dla.mil.</p> <p>MICRO-PURCHASE QUOTES MAY BE AWARDED PRIOR TO RETURN DATE.</p> <p>FAR 52.219-6 NOTICE OF TOTAL SMALL BUSINESS SET-ASIDE</p> <p>NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM 334417 SEE http://www.sba.gov/content/table-small-business-size-standards FOR THE CORRESPONDING SMALL BUSINESS SIZE STANDARD.</p> <p>DFARS 252.225-7001, BUY AMERICAN AND BALANCE OF PAYMENTS PROGRAM, APPLIES TO ALL QUOTES ABOVE THE MICRO-PURCHASE THRESHOLD.</p> <p>DESTINATION INSPECTION REQUIRED - FAR 52.246-1 APPLIES.</p>		

Small Business Size for
this NAICS Code



DLA Land & Maritime



Detachments

- **Aberdeen, Maryland**
- **Mechanicsburg, Pennsylvania**
- **Warren, Michigan**

Shipyards

- **Norfolk, Virginia**
- **Portsmouth, New Hampshire**
- **Puget Sound, Washington**
- **Pearl Harbor, Hawaii**



DLA Detachment Mission



- **DLA Aberdeen Procurement Organization**
 - Support to CECOM's Integrated Logistics Support Center (ILSC) - C3T, ESA, IEW&S and P&E Directorates with the acquisition of new DLR Spares
- **DLA Warren Procurement Organization**
 - Support to TACOM's Integrated Logistics Support Center (ILSC) – R&S, FSO, and LSO Directorates with the acquisition of new DLR Spares
- **DLA Mechanicsburg Procurement Organization**
 - Support NAVSUP Weapons System Support with the acquisition of new DLR Spares

Depot Level Reparables are Procured by DLA



DLA Shipyard Missions



- **DLA Maritime at Norfolk Naval Shipyard**
 - Provides logistics supply support to the Navy Fleet assigned to the Norfolk Shipyard, in connection with conversion, overhaul, repair, alteration, dry docking, and outfitting of ships and craft.
- **DLA Maritime at Portsmouth Naval Shipyard**
 - Serves as the primary advocate to the Portsmouth Naval Shipyard (PNSY) supply support locally and at off-site locations. Provides Logistics Support for assigned submarines.

DLA provides logistics supply support for the ships and craft assigned to our Navy Shipyards



DLA Shipyard Missions



- **DLA at Puget Sound Naval Shipyard & Intermediate Maintenance Facility**

- Serves as the primary advocate for Puget Sound Naval Shipyard & Intermediate Maintenance Facility (PSNS & IMF) for supply support locally and at off-site locations.

- **DLA Maritime Pearl Harbor**

- Provides logistics supply support for the repair, maintenance, and modernization of Navy fleet assigned to the Pearl Harbor Shipyard

DLA provides logistics supply support for the ships and craft assigned to our Navy Shipyards



DLA Land and Maritime Detachment Key



	Aberdeen	Mechanicsburg	Warren
<i>Department of Defense Agency Activity Code (DoDAAC)</i>	SPRBL1	SPRMM1	SPRDL1
<i>Customer</i>	Communication and Electronics Command; Integrated Logistics Supply Center	Navy Supply Systems Command; Weapons System Support	Tank and Automotive Command; Integrated Logistics Supply Center
<i>Engineering Support Activity (ESA)</i>	Communications Electronics Research, Development and Engineering Center	Various Naval Engineering Support Activities; Weapon Systems Support (WSS)	Tank Automotive Research and Development Engineering Center
<i>Identifiers/keys for Sources Sought and Procurement Announcements</i>	Market Survey ##### DoDAAC; year; R or Q and solicitation number SPRBL118R####	DoDAAC; year; R or Q and solicitation number SPRMM118R####	DoDAAC; year; R or Q and solicitation number SPRDL118R####
<i>Requirement Identification</i>	National Stock Numbers (NSN); Vendor Part Numbers	National Stock Numbers (NSN); Vendor Part Numbers	National Stock Numbers (NSN); Vendor Part Numbers
<i>Detachment Procurement Posting Site</i>	Federal Business Opportunities (fbo.gov)	Navy Electronic Commerce Online (NECO); Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)



DLA Land and Maritime Shipyard Key



	Norfolk	Portsmouth	Puget Sound	Pearl Harbor
<i>Department of Defense Agency Activity Code (DoDAAC)</i>	SPMYM1	SPMYM3	SPMYM2	SPMYM4
<i>Customer</i>	DoDAAC: N42158 Norfolk Naval Shipyard	Portsmouth Naval Shipyard (PNSY) industrial complex	DoDAAC;N4523A Puget Sound Naval Shipyard & Intermediate Maintenance Facility	DoDAAC; N32253, Pearl Harbor Naval Shipyard & Intermediated Maintenance Facility
<i>Engineering Support Activity (ESA)</i>	Shipyard Engineering Dept. where requirement was initiated	Portsmouth Naval Shipyard	Puget Naval Shipyard	Pearl Harbor Shipyard
<i>Identifiers/keys for Procurement Announcements</i>	DoDAAC	DoDAAC	DoDAAC	DoDAAC
<i>Requirement Identification</i>	Ship repair materials; Vendor & P/N; Salient Characteristics; MilSpecs	Vendor & P/N; Brand Name or Equal w Salient Characteristics; Milspecs; Drawings	Non-Nuclear Ship repair materials; Vendor & P/N, FSC/PSC/NAICS	P/N & Vendor; NSN & Manufacturer
<i>Shipyard Procurement Posting Site</i>	Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)



DLA Aberdeen Team

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*Detroit Arsenal, Warren, MI –
Building 270*



Locating Contracting Opportunities

Detachment specific opportunities:

- Visit <https://www.fbo.gov/> and search by agency -
i.e. “Department of the Army/Defense Logistics Agency Detachment”

The screenshot shows the FedBizOpps.gov website interface. The header includes the site name and navigation tabs: Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. A search bar indicates over 28,600 active federal opportunities. Filters for Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), and Type (Any) are visible. The Agency dropdown menu is open, showing a list of agencies, with "Department of the Army/Defense Logistics Agency Detachment" highlighted by a red circle. A sidebar on the right promotes the RECOVERY Act with buttons for searching recovery opportunities and awards.

Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **28,600*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency: defense logistics agency

Search Additional criteria and multiple selections

- Defense Logistics Agency
- Defense Logistics Agency/DLA Acquisition Locations
- Department of the Army/Defense Logistics Agency Detachment**

RECOVERY

Locate actions funded by the American Recovery and Reinvestment Act.

SEARCH RECOVERY OPPORTUNITIES

SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS



Locating Contracting Opportunities



Search by Agency, Type, Set-aside Code:

Opportunities
RETURN TO HOME

Opportunities List | **Advanced Search** | **Archives**

Search Tip: Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below:

Keyword / Solicitation #: **TIPS** Posted Date:

[Search by Agency, Set-aside, State, and Type](#) | [Search by Classification, NAICS code, Recovery actions, and more](#)

Agency:

Place of Performance State:

Type:

<input checked="" type="checkbox"/> Presolicitation	<input checked="" type="checkbox"/> Combined Synopsis/Solicitation	<input type="checkbox"/> Sources Sought
<input type="checkbox"/> Modification/Amendment/Cancel	<input type="checkbox"/> Sale of Surplus Property	<input type="checkbox"/> Special Notice
<input type="checkbox"/> Foreign Government Standard	<input type="checkbox"/> Award Notice	<input type="checkbox"/> Justification and Approval (J&A)
<input type="checkbox"/> Intent to Bundle Requirements (DoD-Funded)	<input type="checkbox"/> Fair Opportunity / Limited Sources Justification	

Set-aside Code:

<input type="checkbox"/> Competitive 8(a)	<input type="checkbox"/> Partial HBCU / MI	<input type="checkbox"/> Total HBCU / MI
<input type="checkbox"/> Emerging Small Business	<input type="checkbox"/> Partial Small Business	<input type="checkbox"/> Total Small Business
<input type="checkbox"/> HUBZone	<input type="checkbox"/> Service-Disabled Veteran-Owned Small Business	<input type="checkbox"/> Veteran-Owned Small Business
<input type="checkbox"/> Woman Owned Small Business	<input type="checkbox"/> Economically Disadvantaged Woman Owned Small Business	<input type="checkbox"/> Very Small Business

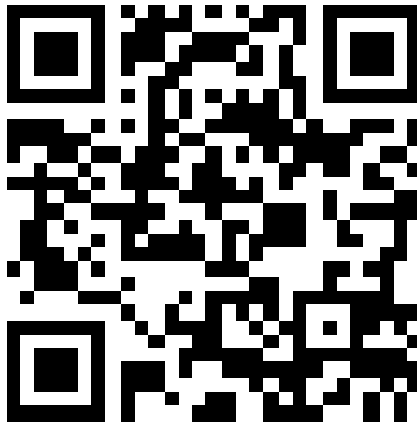


Doing Business with DLA L&M



**Scan the QR Code below to access our
“Doing Business With DLA Land and Maritime”
website:**

<http://www.dla.mil/LandandMaritime/Business.aspx>





Free Supplier Training Hosted by DLA Land and Maritime



Doing Business With DLA:

- Getting Started
- Assistance in your area (PTACs)
- Small Business Programs
- Quoting on DLA EBS DIBBS
- Alternate Offers – how to get approved
- Understanding quality requirements
- Packaging – what the government wants
- How to get Drawings
- Payment Processing
- And much more!

Seating is limited – make reservations at:

<https://tko.dla.mil/>

Trainning
Knowledge
Opportunities
Free Seminars



2018 TKO Seminar Schedule

- Mar 20-21
- May 15-16
- Jun 21 PTAC Staff Only
- Sep 11-12
- Nov 6-7



Conclusion







DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Maritime Future Requirements 2018 Suppliers Conference

DLA Land and Maritime
June 19, 2018



WARFIGHTER FIRST



Welcome



Future Requirement Overview

- Optempo/Resources
- CNO's Navy Mission, Vision, and Priorities
- Shaping the Fleet
- Supporting the Strategy



High OPTEMPO / Few Resources



Status of the Navy as of 8 June 2018

Deployable Battle Force Ships: 283

- Deployed Battle Force Across the Fleet Including Forward Deployed Submarines: 89
- Deployed Ships Underway: 45 (16%)
- Ships Underway for Local Ops / Training: 26 (9%)

Aircraft Carriers Underway:

- USS Harry S. Truman (CVN 75) - 6th Fleet
- USS Ronald Reagan (CVN 76) - Pacific
- USS George H.W. Bush (CVN 77) - Atlantic

Amphibious Assault Ships Underway:

- USS Essex (LHD 2) - Pacific
- USS Iwo Jima (LHD 7) - 5th Fleet

Aircraft (operational): 3700+





CNO's Navy Mission, Vision, and Priorities



CNO's Navy Mission, Vision, and Priorities



- **Mission:** The Department of the Navy will recruit, train, equip, and organize to deliver combat ready Naval forces to win conflicts and wars while maintaining security and deterrence through sustained forward presence.
- **Vision:** We are an integrated Naval force that will provide maritime dominance for the Nation. To accomplish this in the face of current and emerging challenges, we must renew our sense of urgency and speed of execution throughout the entire organization. Our core values and accountability at the individual and organizational levels will shape our culture and guide our actions.
- **Priorities:** Our priorities center on People, Capabilities, and **Processes**, and will be achieved by our focus on speed, **value**, results, and **partnerships**. Readiness, lethality, and modernization are the requirements driving these priorities.



CNO's Core Priorities



People - Our military and civilian workforce is our greatest resource.

- Enhance the performance of our force by improving policies, programs, and training.
- Capitalize on best talent today, retain that talent over the long term, and find ways to continue to recruit the best people for the mission of the future.
- Our military and civilian team will be measured against the highest ethical standards for every task and mission.

Capabilities - We will be capable of providing maritime dominance and power projection required by the Nation.

- The organization will focus on training, modernization, and maintenance in order to achieve a high state of readiness and enhanced lethality, now and in the future.

Processes - Improve our processes in order for our people to meet future challenges.

- We will drive efficiency, adopt and implement new ideas, and leverage leading practices from industry and academia to positively impact and support acquisition, manpower, research, and operational processes.

Actions across these priorities will ensure mission success today and in the future.



Shaping the Fleet



A Cooperative Strategy for 21st Century Seapower



Seapower in Support of National Security: Naval forces are aligned to accomplish their missions through five essential functions:

All Domain Access	Deterrence	Sea Control	Power Projection	Maritime Security
<ul style="list-style-type: none">• Surveillance & Reconnaissance• Command & Control (C2)• Cyber	<ul style="list-style-type: none">• Trident submarine (SSBN)• Carrier Strike Group (CSG)	<ul style="list-style-type: none">• Cruisers• Destroyers• Fast attack submarines	<ul style="list-style-type: none">• Carrier Strike Group (CSG)• Amphibious Readiness Group (ARG)	<ul style="list-style-type: none">• Cruisers• Destroyers• Littoral Combat Ship (LCS)

Force Design: Building a Fleet of 355 ships is now national policy per President Trump's signing of the 2018 National Defense Authorization Act.

- Balanced force of submarines, aircraft carriers, amphibious ships and surface combatants: Multi-mission capabilities
- Control lifecycle costs: Open Systems Architecture
- Plan and balance acquisition and maintenance to insure viability of industrial base

Develop and sustain product lines that support these systems, the Navy's contribution to the fight relies on these capabilities.



The National Fleet Plan

Charter

1. Achieve commonality and interoperability for 21st century maritime and naval operations
2. Translate strategic direction into actionable lines of effort

Integrated Logistics

Current State	Future State
<ul style="list-style-type: none">• Identify commonality of spares<ul style="list-style-type: none">– USCG National Security Cutter (NSC) and USN Littoral Combat Ship (LCS)– Offshore Patrol Cutter (OPC) and Joint High Speed Vessel (JHSV)• Utilize DLA as a responsive and cost effective source of supply• Coordinate maintenance and readiness sustainment work	<ul style="list-style-type: none">• Synchronize logistics innovation efforts<ul style="list-style-type: none">– Additive manufacturing– Autonomous platform technologies– Alternative platforms• Common maintenance support contracts for LCS/NSC/OPC• Share Depot Level Repairables (DLR) inventory between services

**Increasing Operational Tempo:
Robust and integrated logistics is a force multiplier**



Supporting the Strategy



Virginia Class Submarines



Class Overview

- **Newest Class of Submarines**
 - 15 active, 6 under construction – 2 delivering 2018, 2 in 2019 and 2 in 2020; 2 authorized in a planned 30 boat class
- **Replaces Los Angeles Class**
- **4 major maintenance availabilities per boat**
 - 3 Extended Docking Select Restricted Availabilities (EDSRA)
 - 1 Depot Modernization Period (DMP)

On the Horizon	<ul style="list-style-type: none">• First DMP occurring within the next year• Much larger in scope than EDSRAs<ul style="list-style-type: none">– <i>More detailed level of inspection and repair</i>• Anticipate demand for material not previously procured• Four boats currently in EDSRA's	Top FSCs by Order Volume (Annual)	
		FSC	Requisitions
Future State	<ul style="list-style-type: none">• Reduction of major maintenance availabilities from 4 to 3• Incorporation of Virginia Payload Module• Potential for additional boats	5331 (O-Rings)	6,330
		5330 (Packing & Gaskets)	5,524
		5310 (Nuts & Washers)	2,249
		4820 (Non powered Valves)	2201
		5305 (Screws)	2,021



Littoral Combat Ship



Class Overview

- **Newest Surface Combatant**
 - 32 ships awarded and funded, 11 delivered with 5 more delivering 2018, 4 in 2019 and 4 in 2020; Two variants / hulls – Freedom and Independence Class
 - Modular, reconfigurable warships that can be fitted with interchangeable mission packages providing specific capabilities for surface warfare (SUW), anti-submarine warfare (ASW), and mine countermeasures (MCM) missions

On the Horizon	<ul style="list-style-type: none">• Robust shipbuilding<ul style="list-style-type: none">– <i>Four scheduled to deliver per year</i>• Increased deployment presence as additional ships are delivered	Top FSCs by Order Volume (Annual)	
		FSC	Requisitions
Future State	<ul style="list-style-type: none">• Navy's plan for achieving and maintaining a force of 52 small surface combatants (SSC's)<ul style="list-style-type: none">– 32 LCS– 20 Frigates FFG(X)<ul style="list-style-type: none">– <i>Upgraded design based on LCS</i>– <i>Improved capability, lethality and survivability</i>	8030 (Preservative and Sealing Compounds)	1,992
		5331 (O-rings)	436
		5910 (Capacitors)	320
		5920 (Fuses, Arrestors, Absorbers & Protectors)	258
		6850 (Misc. Chemical Specialties)	252



Arleigh Burke Class Destroyers



Class Overview

- **Established Class**
 - 65 active, 8 under construction - 2 delivering 2018, 2 in 2019 and 2 in 2020; 4 authorized; Three variants – Flight I, II and IIA
- **Mature Modernization Program**
 - Mid-life upgrades to HM&E and combat systems suites
 - Extends service life to 35 years or greater
 - Funding constraints impacting combat systems upgrades

On the Horizon	<ul style="list-style-type: none">• Procurement of Flight III variant<ul style="list-style-type: none">– <i>Replace existing SPY-1D radar with SPY-6 Air and Missile Defense Radar (AMDR)</i>– <i>Extensive configuration changes required to support radar</i>– <i>Navy plans to procure 22 Flight III variants over 10 years</i>	Top FSCs by Order Volume (Annual)	
		<u>FSC</u>	<u>Requisitions</u>
Future State	<ul style="list-style-type: none">• Continued mid-life modernization of youngest ships and decommissioning of the oldest• Identify a replacement that can assume the CSG air defense commander role	5330 (Packing and Gasket Material)	18,413
		5331 (O-rings)	17,686
		4820 (Valves, Nonpowered)	14,590
		5930 (Switches)	10,358
		6240 (Electric Lamps)	8,476



Ticonderoga Class Cruisers



Class Overview

- **Aging Class**
 - 22 active ships
 - No longer in production - last cruiser delivered in 1994
- **Mature Modernization Program**
 - Mid-life upgrades to HM&E and combat systems suites
 - Extends service life to 35 years or greater
 - 11 (7 partial-MODs) of 22 to be modernized under a “2/4/6” Plan (no more than 2 CGs/yr - no greater than 4/yr in layup/No > 6 CGs in MOD at one time)

On the Horizon	<ul style="list-style-type: none">• Modernization of remaining hulls<ul style="list-style-type: none">– <i>One-for-one BMD requirement</i>• Decommissioning<ul style="list-style-type: none">– <i>CG-52 scheduled to decommission in 2020</i>	Top FSCs by Order Volume (Annual)	
		FSC	Requisitions
Future State	<ul style="list-style-type: none">• Continued mid-life modernization of youngest ships and decommissioning of the oldest• Identify a replacement that can assume the CSG air defense commander role	5330 (Packing and Gasket Material)	554
		5935 (Connectors)	502
		4820 (Valves, Nonpowered)	485
		5930 (Switches)	423
		5331 (O-Rings)	365



Ballistic Missile Defense



Class Overview

- **AEGIS Ballistic Missile Defense (ABMD) Afloat**
 - 34 ABMD surface combatants – 29 DDGs and 5 CGs
 - Software/hardware capability added to AEGIS combat systems suite
 - MDA and Navy working together to increase the number of BMD capable ships
- **AEGIS Ashore**
 - Designed to be removable to support world-wide deployment
 - Uses same components used on board AEGIS BMD DDGs

On the Horizon

- Afloat
 - *Increase number of BMD ships through modernization and new construction of BMD DDGs*
- Ashore
 - *Fixed land station installed in Poland in 2018 – infrastructure underway*

Future State

- Develop capability to engage longer range ballistic missiles
- Improve early intercept capability
- Facilitate more maritime ally involvement

Top FSCs by Order Volume (Annual)

FSC	Requisitions
6240 (Electric Lamps)	1,640
5935 (Connectors)	1,240
5331 (O-Rings)	1,223
4820 (Valves, Nonpowered)	1,148
5930 (Switches)	1,065



Industrial Support



Chief of Naval Operations (CNO) Maintenance Availabilities

- Projected to continue to increase over the next 2 years

Commander, Naval Regional Maintenance Center (CNRMC)

- Multi-Ship Multi-Option (MSMO) transition to Multiple Award, Multiple Option Contract (MACMO)

Shipyard Availabilities	2019	2020
Norfolk Naval Shipyard		
CVN	1	1
LA Class	2	1
SSBN	1	1
Portsmouth Naval Shipyard		
VA Class	3	3
LA Class	2	1
Puget Sound Naval Shipyard		
CVN	2	2
Seawolf Class	1	1
SSBN/SSGN	4/1	2/2
Pearl Harbor Naval Shipyard		
VA Class	1	1
LA Class	4	3



Questions?





DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



RPPOB Replenishment Parts Purchase or Borrow Program

Eric Evans, Engineer

June 19-20, 2018



WARFIGHTER FIRST



Purpose



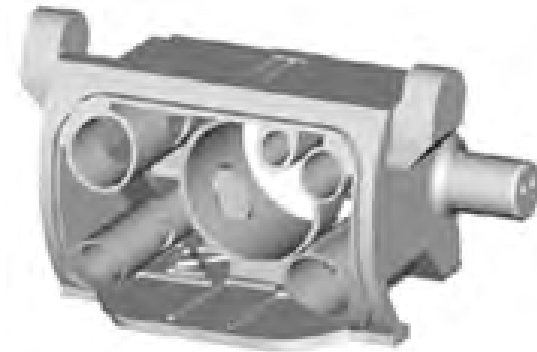
- The RPPOB program supports reverse engineering
- Designed to allow vendors to visually inspect, borrow or purchase Government owned material with the intent of becoming an approved source
- May result in a Source Approval Request (SAR):
 - Packages are sent to the Competition Advocates Office
 - Technical Review occurs within the Value Management Office



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)
- Benefits
 - Break Sole Source
 - Provide additional sources on limited source items
 - Reduce cost through enhanced competition
 - Potential for Unlimited Rights TDPs





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 returned in
 - original condition
- View Parts or we can send Pictures
 - Contractors may inspect part in a designated area





RPPOB – What it is Not



- Not available on NSNs with Acquisition Method Suffix Codes (AMSC) of B, G, and T
- Not available on NSNs with less than \$10,000 annual buy value or with multiple years of stock on-hand.
- Not available on NSNs with Specification Controlled Drawing
- Not to compare with other approved sources' stock.
- Not to find out information on the NSN after being awarded a contract

Purpose: Develop New Sources in the best interest of the Government Reference - DoD Instruction 4140.57



1st Screening



- All Vendors will be contacted, usually within 3 calendar days saying either:
 - Not in the best interest government at this time – full and open, already an approved source, lower than \$10,000 annual buy value, no current or very low stock available, etc.
 - Verify Vendors are not suspended or debarred at time of request
 - Verify Joint Certification Program (JCP) certification.
<http://www.dlis.dla.mil/jcp/>

Note: If you wish to proceed you need to inform DLA



2nd Screening



- Verify Directorate of Defense Trade Controls (DDTC) registration - NSNs with Demilitarization Code other than “A”. <http://pmddtc.state.gov/>
- We found data
 - If not drawings (such as catalog data, picture, etc.) please review and **let us know if you want to proceed.**
- If no data, we will request whether you want to view it or send pictures (warning ESA has not approved RE at this point) or continue to contact the ESA
 - **You will need to tell us or give us the required information if you want to proceed**



2nd Screening (Continued)



- Engineering Support Activity (ESA) coordination or “Own Risk” option is determined.
- If the ESA approves Reverse Engineering (RE) the minimum time to become an approved source is \geq year.



Timeline

- 1st screening process (3 days maximum)
- 2nd screening process (3 days maximum)
- Request for RE sent to **E**ngineering **S**upport **A**ctivity (ESA) for approval (30 days minimum)
- Answer back to Vendor after ESA RE approval/denial (10 days maximum)
- Vendor provides monies and signs the agreement based on availability of stock (unknown days – first part is up to the Vendor and second part is up to DSCC having stock)
- Item (when in Stock) sent to Vendor (usually within 10 days)
- Vendor provides Source Approval Request (SAR)



Timeline (Continued)



- package (unknown days - up to Vendor)
- SAR package reviewed by DLA Land and Maritime to see if acceptable, 10 days maximum
- SAR package sent to ESA for approval (minimum 90 days)
- Answer back to Vendor after ESA SAR reply (10 days maximum)
- DLA Land and Maritime controls 50 days, the ESA controls minimum 120 days DLA Land and Maritime will follow-up if they are late, the rest of the days are controlled by the vendor (around 200 days but could vary due to ESA)

Total Process has averaged a minimum of 1 Year



Identifying Potential Projects



- List of NSN available on:
<http://www.dla.mil/LandandMaritime/Offers/Services/TechnicalSupport/ValueMgtDiv.aspx>
- Forecast information can be found on DIBBS webpage: Supplier Requirements Visibility Application (SRVA) link. It should provide 24 months of projected purchase order quantities.
- Search the website to find opportunities that match your companies capabilities.
 - Some available tools are:
 - PTACs (Procurement Technical Assistance Centers).
 - Haystack (available through your PTAC)
- Identify NSNs that are sole or limited-source.



Websites

- The definitions for AMSC codes can be found:
http://www.acq.osd.mil/dpap/dars/dfars/html/r20060412/appendix_e.htm#E-201.2
- List of NSN available on:
<http://www.dla.mil/LandandMaritime/Offers/Services/TechnicalSupport/ValueMgtDiv.aspx>
- Alternate sourcing information can be found at website:
<http://www.dla.mil/LandandMaritime/Business/Selling/Alternate-Offers/>



What Is Needed To Fill Request



- Your Name
- Your Company Name
- Phone Number
- Shipping Address
- National Stock Number (NSN) also include on subject line of email
- **CAGE CODE**



Points of Contact



DLA Land and Maritime

- DSCC.Partrequest@dla.mil

Submitting complete Alternate Offer/SAR package:

- DSCC_AO-SAR@dla.mil

For Questions in submitting Alternate Offer

- DSCC.AltOffer.PM@dla.mil



Conclusion







U.S. Small Business
Administration

SBA Overview

The U.S. Small Business Administration makes the American dream of business ownership a reality.



Access the right tools at the right time

We help you raise capital, guide you as you navigate business challenges, and help you expand into new markets, both domestic and abroad.



Gain the confidence to move forward

Whether you are recovering from a natural disaster or simply building your business, the SBA has your back.



Build your business smarts

Our business mentors, counselors, advisors, and classes can give you all you need to know to plan, launch, manage, and grow your business.



Your small business advocate

The SBA is a Cabinet-level agency which ensures the interests of small businesses are represented in Congress and the Oval Office.

The Right Tools at the Right Time



CAPITAL

- Start or expand your business with SBA-guaranteed loans
- Use Lender Match to find lenders and capital



CONTRACTING

- Provide goods & services to the government
- Register as a government contractor for opportunities



EXPORTING

- Export goods to increase your profits & expand your markets
- Start with SBA's Office of International Trade

CAPITAL

Overview

CAPITAL: USES

Get \$500 to \$5.5 million to fund your business.



Working Capital: Seasonal financing, export loans, revolving credit & refinanced business debt.



Fixed Assets: Furniture, real estate, machinery, equipment, construction & remodeling

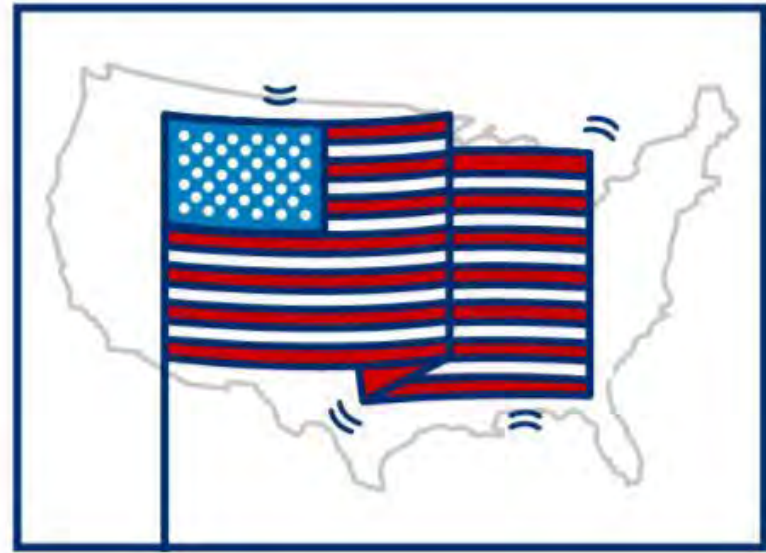
CAPITAL: REQUIREMENTS

The SBA works with lenders to provide loans to small businesses. We do not lend directly to small business owners.



Be a for-profit business:

The business is officially registered & operates legally.



Do business in the U.S.:

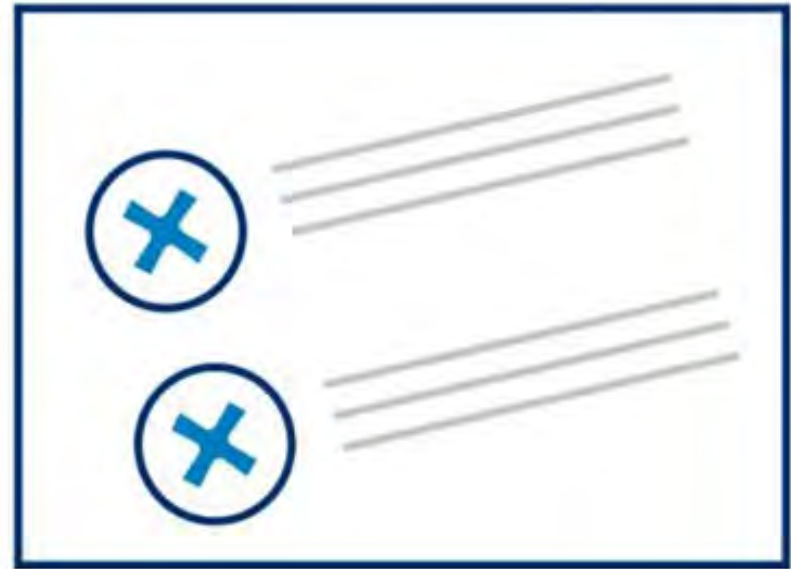
The business is physically located & operates in the U.S. or its territories.

CAPITAL: REQUIREMENTS

The lender will provide you with a full list of eligibility requirements for your loan.



Have invested equity: The business owner has invested their own time or money into the business.



Exhaust financing options: The business cannot get funds from any other financial lender.

CAPITAL: BENEFITS

The SBA reduces risk & enables easier access to



**Competitive
Terms**



**Counseling
&
Education**



**Unique
Benefits**



CAPITAL

Loan Programs

CAPITAL: LOAN PROGRAMS

The federal government tries to award a significant percentage of government contracting dollars to small businesses, including those in the following programs:

7(a)

- Funds startup costs, facilities & equipment

504

- Long-term, fixed-rate financing for fixed assets

CAP

- Lines of credit up to \$5 million

PLP

- Preferred Lenders Program; expedites SBA loan approval process

Export

- Export Express, Export Working Capital & International Trade Loan

Micro

- \$50,000 to start/expand, working capital & equipment

CAPITAL: 7(a)

The 7(a) loan program is the SBA's primary program for providing financial assistance to small businesses.



Standard 7(a):

- Maximum loan amt: \$5M
- SBA aggregate exposure: \$3.75M

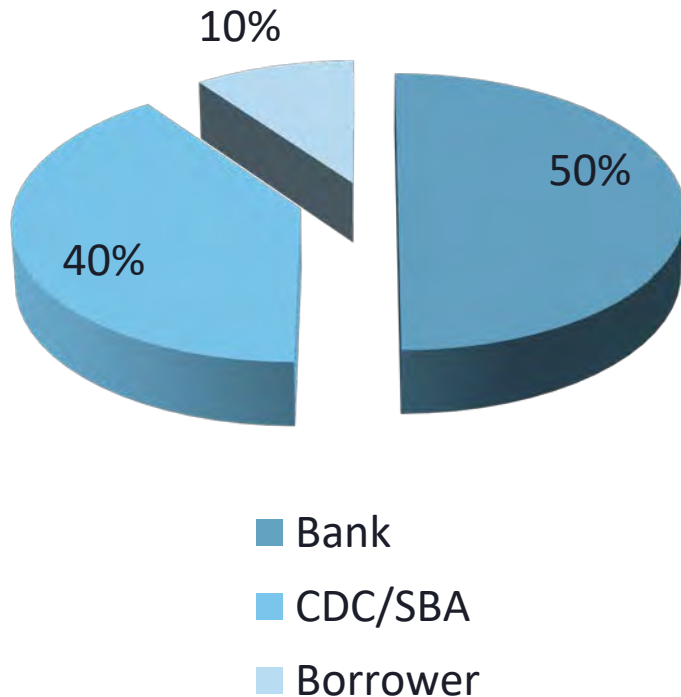


7(a) Small Loan:

- Maximum loan amt: \$350K
- SBA aggregate exposure:
 - 85% for loans up to 150K
 - 75% for loans greater than 150K

CAPITAL: 504

Your small business must meet some basic requirements before you can compete for government contracts



504 Loan

- Maximum loan amt: \$5M
- SBA aggregate exposure: 40%

Third Party Lender

- 1st lien position on project asset
- Loans 50%
- Pays 50 basis point to SBA on 1st mortgage amount

Borrower

- Contributes 10%
- Used for fixed asset financing construction or acquisition

CAPITAL: CAPLines

CAPLine is an umbrella program that helps small businesses meet their short-term & cyclical working-capital needs.



CAPITAL: PLP

Under the Preferred Lenders Program, the SBA gives select lenders more authority to process, close, service and liquidate SBA-guaranteed loans.



CAPITAL: EXPORTING

The SBA will provide lenders with up to a 90 percent guaranty on export loans.



Export Express Loan:

Typically approved within 36 hours & can be up to \$500,000.

Export Working Capital

Loan: Can apply in advance of finalizing export sale/contract. Approved within 5-10 days & can be up to \$5 million.

International Trade

Loan: Combination of fixed asset, working capital financing & debt refinancing. SBA's maximum guaranty of 90%. Up to \$5 million.

CAPITAL: MICRO

The SBA provides direct loans & grants to eligible non-profit microlenders so that they may provide micro-level loans & business based training to entrepreneurs.



Usually less than \$50K

Provided thru community-based nonprofits

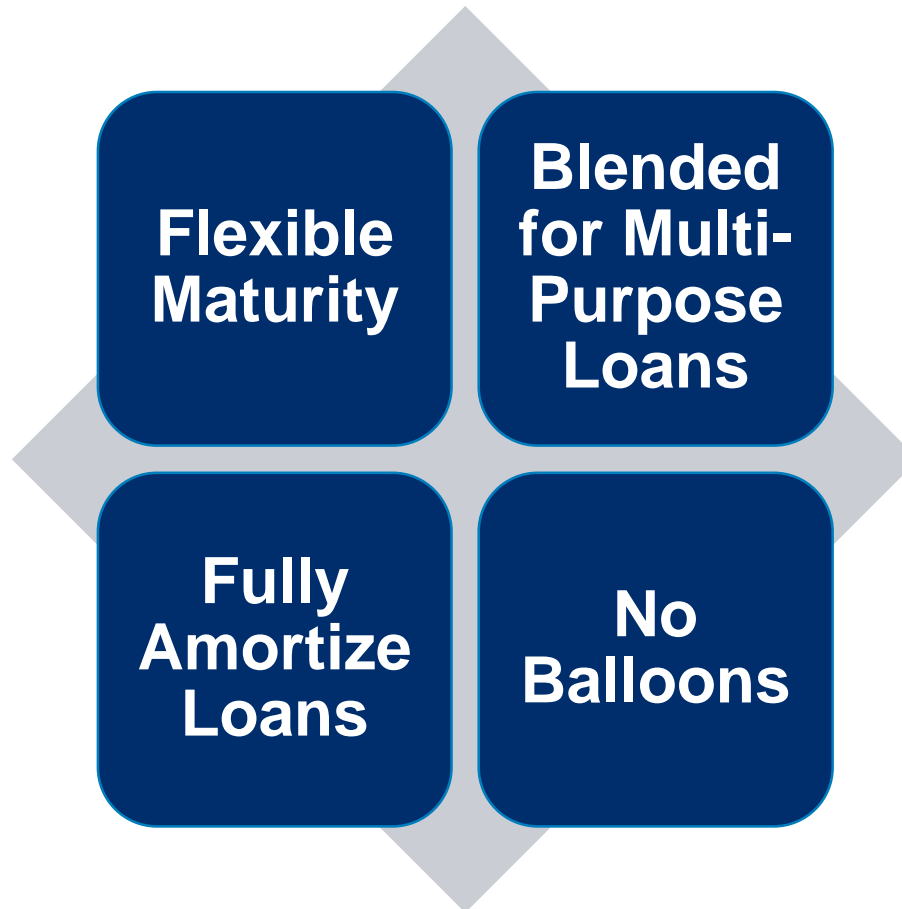
Favor people with low cash reserves or poor credit

CAPITAL

**Terms, Interests Rates
& Penalties**

CAPITAL: TERMS

SBA-guaranteed loans generally have rates & fees that are comparable to non-guaranteed loans.



CAPITAL: INTEREST RATES

This excludes the SBA Express Program. Base rates are normally “Wall Street Journal” prime rates.

- Bank sets rate; may be fixed or variable
- Maturities under 7 years: base + 2 to $\frac{1}{4}$ %
- Maturities 7 years or longer: base + 2 to $\frac{3}{4}$ %
- Exceptions for loans up to \$50K
 - \$1 to \$25K, add 2% to above caps
 - 25K to \$50K, add 1% to above caps
- Lenders pay ongoing servicing fee of .546 basis points on guaranteed amount

CAPITAL: PENALTIES

The SBA will provide lenders with up to a 90 percent guaranty on export loans.

- In 7(a), prepayment fees are not permitted
- On loan maturities of 15 years or more, SBA collects “Subsidy Recoupment Fee”
- When borrower voluntarily prepays 25% or more of loan, the fee will be:
 - 5% in Year 1
 - 3% in Year 2
 - 1% in Year 3



CAPITAL

**Refinancing & Change
of Ownership**

CAPITAL: REFINANCING

IF debt is SBA-eligible



Debt must not be presently on reasonable terms



Refinancing must provide substantial benefit; 10% cash flow improvement



Not subject to requirement: Balloon notes, interest-only notes & lines of credit

CAPITAL: CHANGE OF OWNERSHIP



Can include purchase of “intangible assets”

Minimum of 10% equity injection from buyer required

Seller Notes are common

Require business valuation

CAPITAL

Application

CAPITAL: GUARANTEE FEE

Varies based on how much the SBA is guaranteeing for the lender. Companion loans within 90 days can change fees.

Up to
\$125K

- Upfront fee is zero for loan originated in SBA FY 2018
- Ongoing fee of .55 basis points on guaranteed portion applies to all loans

\$150K -
\$700K

- 3 % of the guaranteed amount

Above
700K

- 3.5% of the guaranteed amount
- Additional ¼% on amounts over \$1M

CAPITAL: REQUIREMENTS

Personal guarantees from principals owning 20% or more are required.

Collateral:

- First lien position on assets acquired with loan proceeds



Guaranteed loans up to \$350K:

- Require security interests in business assets
- Follow lender's conventional collateral policy

Guaranteed loans over \$350K:

- Require all available business collateral
- Personal real property (may exclude

CAPITAL: REQUIREMENTS

Ineligible businesses

Non-profits

**Passive
holder of
real estate**

**Owned by
aliens**

Gambling

**Restricting
patronage**

**Promoting
Religion**

**Consumer
& Marketing
co-ops**

**Prurient
nature**

**Poor
character**

**Prior loss to
government**

Contact Us!



Columbus District Office: 401 N. Front St., Suite 200, Columbus, OH 43215

Phone: 614-469-6860

Cincinnati Branch Office: 525 Vine St., Suite 1030, Cincinnati, OH 45202

Phone: 513-684-28140

Dayton Area Office

Phone: 614-633-6372



DLA Land & Maritime Supplier Conference & Exposition

Supplier Performance Risk System SPRS

Presented by: Alan Robinson (Navy)

Agenda

- What is SPRS
- Policy
- Access
- Navigation and Reports

What is SPRS?

- Supplier Performance Risk System
- Formerly the Past Performance Information Retrieval System – Statistical Reporting (PPIRS-SR)
- Web-enabled, Department of Defense enterprise-wide application – DFARS primary retrieval system for supplier performance information
- Provides **past delivery and quality performance** information for material including contracts under the mandatory reporting thresholds established in the DFARS
- Provides three risk analysis tools designed to be used in past performance evaluations: **Price, Item, and Supplier Risk**

Product Data Reporting and Evaluation Program (PDREP)

- EDA
- WAWF
- MOCAS
- USN/USMC
- USAF
- Army
- DCMA
- DLA
- GIDEP



DLA

- eProcurement
- EBS



Other (ad hoc)

- DLA



Contractor Performance Assessment Reporting System (CPARS)

- PPIRS-RC
- FAPIIS



Contract Data

- Award, Delivery, Pricing

Quality Data

- PQDRs, GIDEP, MIRs, Bulletins, SDRs
- Surveys, Lab Reports

Material Data

- NSNs, application and safety criticality

Contract Data

- Award, Delivery

Item Risk Data

- DMSMS

Supplier Risk Data

- performance ratings, terminations

SPRS



DLA

- eProcurement
- EBS



Air Force Contracting Database Information System (J018)

Contract Data

- Award, Delivery



Joint Discrepancy Reporting System (JDRS)

- USAF
- NAVAIR
- USMC Aviation



Quality Data

- PQDRs

DCMA Supplier Risk System (SRS)

Supplier Risk Data

- Corrective Action Requests (CARs)
- Corrective Action Plans (CAPs)
- Program Assessment Reports (PARs)



Price Risk Data

- PPI (inflation)



Company Data

- CAGE codes
- Exclusion/debarment
- DUNS & MPIN



System for Award Mgt (SAM)

Bureau of Labor Statistics

SPRS Data Flow



Regulatory Requirements

- **Federal Acquisition Regulation (FAR) 9.105-1(c)**
 - Responsibility determination
- **FAR 12.206**
 - Use of past performance
- **FAR 13.106-2(b)(3)(c)**
 - Simplified Acquisition
- **Defense Federal Acquisition Regulation Supplement (DFARS) 252.213-7000**
 - Simplified acquisition procedures
- **DFARS 213.106-2**
 - Acquisition of Commercial Items
 - *“Consider data available in the statistical reporting module of the Supplier Performance Risk System (SPRS)...”*
 - *“Ensure the basis for award includes an evaluation...in SPRS*
- **FAR 15.305**
 - Contracting by Negotiation

SPRS Reports

For Official Use Only/Treated as Source Selection
Information IAW FAR 2.101, 3.104

- Accessible By:
 - Government Personnel with Need to Know
 - Contractors (view own data)
- Not Releasable Under Freedom of Information Act (FOIA)



How does SPRS work?

- **Delivery Scores and Quality Classifications**

- collects quality and delivery data to calculate “On Time” delivery scores and quality classifications
- by CAGE and commodity (FSC or NAICS)
- 14-day review or challenge period
- updated daily

- **Price Risk**

- calculates Average Price paid for an item since 2010 (adjusted for inflation)
- creates Expected Range for future buys
- rates bids as high, low or within Expected Range
- updated daily

How does SPRS work?

- **Item Risk**

- flags items identified as high risk by services/agencies
- based on criticality of use and history of counterfeiting or non-conformance, DMSMS, etc.
- user warned of risk, provided with suggested mitigations

- **Supplier Risk**

- scores vendors based on 3-years past performance data
- numerical/color scores are a weighted sum of 10 factors scaled by number of contracts in system
- updated daily

Quality Classifications/Supplier Risk Scores

- Quality Classifications
 - Uses Positive and Negative records
 - Weighted by number of Line Items
 - Produces Quality Scores and Color by FSC/NAICS
- Supplier Risk Scores
 - Produces numerical & color score (higher is better)
 - Is an overall assessment *regardless of FSC/NAICS*

Top 5% - Blue

Next 10% - Purple

Next 70% - Green

Next 10% - Yellow

Bottom 5% - Red

Risk Analysis

Risk Analysis

[Govt Home](#)
[Logout](#)

ACCOUNT MENU ITEMS

[Modify Account](#)

REPORTS MENU ITEMS

[Solicitation Inquiry](#)
[Edit Existing Solicitation](#)
[Solicitation History](#)
[Summary Report](#)
[Risk Analysis](#)
[Supplier Risk Report](#)
[Item Risk Report](#)
[Market Research Report](#)
[Supplier Surveillance](#)

SERVICE MENU ITEMS

[Feedback/Customer Support](#)

RISK ANALYSIS

Print

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

Overview: Government users can calculate the average price for an individual item by entering CAGE codes & bid prices and can generate reports showing price, item and supplier risk data. Saved risk reports may be retrieved, searching by PO/solicitation number or material ID.

Instructions:

1. Enter a unique **PO/Solicitation Number**
2. Select **Material Identification** category
3. Enter material ID value
4. Enter **CAGE Code** and **Bid** or paste CAGE/bid combination(s)
5. Click on **Add to List**.
6. Add additional CAGE codes and bids, as desired
7. Click **Run Report** to generate report for the qualifiers entered

Notes:

1. (M) Indicates Mandatory Field

Search Parameters

(M) PO/Solicitation Number:

(M) Material Identifications :

NSN

IBSN

UPC

GS1

Mfr CAGE & part num

(M) Value :

Search

Paste values then click **Add to List**:
ex: CAGE1,234.3

(M) CAGE Code:

(M) Bid:

Add to List

Run Report

Enter PO/Solicitation (free form; must not be previously used)

Select Material ID and enter Value

Risk Analysis

Summary Risk Analysis Report

SUMMARY RISK ANALYSIS REPORT							
Back							
<div>Print</div>							
Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503							
HIGH RISK ITEM							
<div> PO/Solicitation Number: JCD-20180110-5318 <div>Save Solicitation</div> </div>							
<div> NIIN: 013297892 FSC: 1560 Average Price: \$1,243.99 </div>							
<div> Last Paid Price: \$1,656.31 Last Paid CAGE: #CRM1 Last Paid date: 09/09/2016 </div>							
Bidders							
CAGE	Company Name	Exclusion	FSC Delivery	FSC Quality	Supplier Risk Score	Bid	Average Price Comparison
JCD01	TACTICAL INFLATABLES LLC	NO	92	+	237.82	\$878.21	LOW
JCD02	PERFORMANCE STANDARDS GROUP	NO	91.5	92.68	367.34	\$873.57	WITHIN RANGE
JCD03	VINDICATOR AIRCRAFT CO	NO	-	9.56	205.22	\$1,872.99	HIGH
JCD04	POE RADAR SYSTEMS	HES	48.9	25.48	273.98	\$1,166.26	WITHIN RANGE
JCD05	LASSETTER TS-PAB COMPANY	NO	-	+	+	\$1,348.96	WITHIN RANGE
JCD06	SEA MOUNTAIN RADAR SYSTEMS	NO	100	100	475.85	\$1,075.93	WITHIN RANGE
JCD07	GUARD CORP INC	NO	89	75.27	355.01	\$1,238.99	WITHIN RANGE
JCD08	VEERS-AT TRANSPORT SYS	NO	-	-	NO SCORE	\$826.42	LOW
View All							
(*) No Record							

Header

Overview
Item Risk
Average Price
Last buy

Body

Bidders
Supplier Scores
Bid Comparisons

QUALITY & SUPPLIER COLOR LEGEND

Blue: Top 5%
Purple: Next 10%
Green: Next 70%
Yellow: Next 10%
Red: Lowest 5%

Risk Analysis

Summary Risk Analysis Report Header

Link to detail if item identified by service/agency as **High Risk** procurement or application

Average Price Confidence

Green = High
Yellow = Medium
Red = Low

SUMMARY RISK ANALYSIS REPORT

[Back](#)

Print

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

[HIGH RISK ITEM](#)

PO/Solicitation Number: JCD-20180110-5318

Save Solicitation

NIIN: 013297892
Last Paid Price: \$1,656.31

FSC: 1560
Last Paid CAGE: #CRM1

Average Price: **\$1,243.99**
Last Paid date: 09/09/2016

Detailed Item Risk Report

[illegible]

Risk detail
supplied by
services and
agencies or
predicted by SPRS

Suggested mitigation strategies

Detailed Item Risk Report		
Back Print		
Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503 PO/Solicitation Number: JCD-20170214-0001		
NIIN: 013297892 Last Paid Price: \$1,656.31	HIGH RISK ITEM FSC: 1560 Last Paid Cate: #TQ91	Average Price: \$1,249.92 Last Paid date: 04/28/2016
Reason(s) Criticality Code F - The item is an Aviation Critical Safety Item/Flight Safety Critical Aircraft Part (ACSI/FSCAP).		
US Army has identified this as a Critical Safety Item (CSI).		
Suggested Mitigations		
Anti-Counterfeiting Clauses/Standards/Data Item Descriptions		
FAR: 52.209-2 52.246-11 52.246-15	First Article Approval-Contractor Testing Higher-Level Contact Quality Requirement Certificate of Conformance	
DFAR: 252.211-7003 252.217-7026 252.225-7002 252.225-7048 252.246-7008 252.246-7007	Item Unique Identifications and Valuation Identification of Sources of Supply Qualifying Country Sources as Subcontractors Export-Controlled Items Sources of Electronic Parts (Aug 2016) Contractor Counterfeit Electronic Part Detection and Avoidance System	
Standards: SAE AS5553 SAE AS6081 SAE AS6171	Counterfeit Electronic Parts; Avoidance, Detection, Mitigation, and Disposition Fraudulent/Counterfeit Electronic Parts; Avoidance, Detection, Mitigation, and Disposition - Distributors Counterfeit Electronic Parts; Avoidance Protocol, Distributors Test Methods Standard; General Requirements, Suspect/Counterfeit; Electrical, Electronic, and Electromechanical Parts	
JESD31	General Rqmts for Distributors of Commercial & Military Semiconductor Devices	
Data Item Description (DID): DI-MISC-81832 DI-QCIC-80125B DI-PSSS-81656B	Counterfeit Prevention Plan Government Industry Data Exchange Program (GIDEP) Alert/Safe-Alert Bill of Materials (BOM) for Logistics and Supply Chain Risk Management	

Risk Analysis

Summary Risk Analysis Report

SUMMARY RISK ANALYSIS REPORT

[Print](#)

Source Selection Sensitive Information, See FAR 2.102, 2.104, and 42.102

[HIGH RISK ITEM](#)

PO/Solicitation Number: JCD-20180110-5318 [Save Solicitation](#)

NRN: 013297992 FSC: 1560 Average Price: **17,238.99**
 Last Paid Price: \$1,555.31 Last Paid CAGE: HCR72 Last Paid date: 09/07/2016

[Show Quality and Supplier Color Legend](#)

Header

Overview

Item Risk

Average Price

Last buy

CAGE	Company Name	Exclusion	FSC Delivery	FSC Quality	Supplier Risk Score	Bid	Average Price Comparison	Other Information
#TQ91	TACTICAL INFLATABLES LLC	NO	92	*	217.02	\$876.21	LOW	
#PP1R	PERFORMANCE STANDARDS GROUP	NO	93.5	52.68	367.74	\$973.57	WITHIN RANGE	
#GRP6	VINDICATOR AIRCRAFT CO	NO	*	5.58	200.22	\$1,972.99	HIGH	
#CRM1	POE RADAR SYSTEMS	YES	48.9	35.48	273.98	\$1,168.28	WITHIN RANGE	
#A113	LASSETTER TI-FAB COMPANY	NO	*	*	*	\$1,248.99	WITHIN RANGE	
#407L	SEA MOUNTAIN RADAR SYSTEMS	NO	100	100	478.83	\$1,070.93	WITHIN RANGE	
#2430	GUARD COMM INC	NO	89	75.27	359.95	\$1,238.99	WITHIN RANGE	
#172B	VEERS-AT TRANSPORT SYS	NO	*	*	NO SCORE	\$620.42	LOW	

Body

Bidders

Supplier Scores
Bid Comparisons

[View All](#)

(*) No Record

[View All](#)

QUALITY & SUPPLIER COLOR LEGEND

Blue: Top 5%
 Purple: Next 10%
 Green: Next 70%
 Yellow: Next 10%
 Red: Lowest 5%

Risk Analysis

Vendor Info

CAGE ▼	Company Name ◆	Exclusion ◆	FSC Delivery ◆	FSC Quality ◆	Supplier Risk Score ◆	Bid ◆	Average Price Comparison ◆	Other Information ◆
#TQ91	TACTICAL INFLATABLES LLC	NO	92	*	217.02	\$876.21	LOW	
#PPIR	PERFORMANCE STANDARDS GROUP	NO	93.5	92.68	367.74	\$973.57	WITHIN RANGE	
#GRP6	VINDICATOR AIRCRAFT CO	NO	*	6.58	206.22	\$1,972.99	HIGH	
#CRM1	POE RADAR SYSTEMS	YES	48.9	23.40	273.98	\$1,168.28	WITHIN RANGE	
#A113	LASSETTER TI-FAB COMPANY	NO	*	*	*	\$1,248.99	WITHIN RANGE	
#407L	SEA MOUNTAIN RADAR SYSTEMS	NO	100	100	478.83	\$1,070.93	WITHIN RANGE	
#2430	GUARD COMM INC	NO	89	76.27	309.96	\$1,238.99	WITHIN RANGE	
#1728	VEERS-AT TRANSPORT SYS	NO	*	*	NO SCORE	\$620.42	LOW	
View All			View All					
(*) No Record								

Click **View All** for
quality & delivery details

QUALITY & SUPPLIER COLOR LEGEND	
Blue:	Top 5%
Purple:	Next 10%
Green:	Next 70%
Yellow:	Next 10%
Red:	Lowest 5%

Risk Analysis

Vendor Scores – higher score means lower risk

CAGE	Company Name	Exclusion	FSC Delivery	FSC Quality	Supplier Risk Score	Bid	Average Price Comparison	Other Information
#TQ81	TACTICAL INFLATABLES LLC	NO	92	*	217.02	\$876.21	LOW	
#P728	PERFORMANCE STANDARDS GROUP	NO	93.5	52.68	367.74	\$973.57	WITHIN RANGE	
#G829	VINDICATOR AIRCRAFT CO	NO	*	5.58	200.22	\$1,972.99	HIGH	
#C8M1	POE RADAR SYSTEMS	YES	48.9	35.48	273.98	\$1,168.28	WITHIN RANGE	
#6113	LASSETTER T3-FAB COMPANY	NO	*	*	*	\$1,248.99	WITHIN RANGE	
#4623	SEA MOUNTAIN RADAR SYSTEMS	NO	100	100	478.83	\$1,070.93	WITHIN RANGE	
#2420	GUARD COMM INC	NO	89	75.27	359.95	\$1,238.99	WITHIN RANGE	
#1728	VEERS-AT TRANSPORT SYS	NO	*	*	NO SCORE	\$620.42	LOW	
View All						View All		
(*) No Record								

QUALITY & SUPPLIER COLOR LEGEND	
Blue:	Top 5%
Purple:	Next 10%
Green:	Next 70%
Yellow:	Next 10%
Red:	Lowest 5%

Click scores to see supporting detail

Supplier Risk Report

Note: Supplier Risk Score shown when performing a procurement Risk Analysis also considers if vendor is on DLA's Qualified Manufacturer/Producer List, so it may be different than the one displayed in the standalone Supplier Risk report

Scored Data

Factors that go into the numerical score. A factors with records become a link to display additional detail (next slides)

Info Only

Data of interest but not scored. Detail available if records > 0

DETAILED SUPPLIER RISK REPORT

[Back](#) [Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

PO/Solicitation Number: JCD-20180110-5318 **HIGH RISK ITEM**

NIIN: 013297892 **FSC:** 1560 **Average Price:** \$1,243.99
Last Paid Price: \$1,656.31 **Last Paid CAGE:** #CRM1 **Last Paid date:** 09/09/2016

Contractor Information

CAGE:	#TQ91
Company Name:	TACTICAL INFLATABLES LLC
Address:	82 ARNOLD CT
City/State/Zip:	HOMESTEAD FL 33039
Excluded:	No

[Show Supplier Color Legend](#)

Supplier Risk Score
YELLOW (217.02)

Suspected Counterfeit
NO

Median: 254 Average: 262.29

#TQ91: 217.02

Click [here](#) to download Supplier Detail data
Click [here](#) to download **Negative** Quality and Delivery data
Click [here](#) to download **Positive** Quality and Delivery data

Scored Data - [Show More Detail](#)

Factor	Records	Score
Suspected Counterfeit	0	100
Quality Score Rankings	0	0
Overall Delivery Score	3	100
CPARS	7	2.98
Corrective Action Requests	1	56.71
Corrective Action Plans	1	0.33
DLA QML/QPL	0	0
Surveys	0	0
Program Assessment Reports	0	0
GIDEP (non-counterfeit)	0	10
FAPIS	0	50
Price Risk Comparison	N/A	-1

Info Only - [Show More Detail](#)

Source	Records
DMSSMS	0
Supply Discrepancy Reports (SDR)	0
Product Quality Deficiency Reports (PQDR)	873
Special Quality Data	0
Supplier Audits (SAP)	0
Material Inspection Reports (MIR)	1
Material Test Records	0
Naval Bulletin	0
Product Lot/Verification Testing	0
System for Award Management (SAM)	0

Supplier Risk Report - Factors

Show More Detail

[Back](#)

[Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

Contractor Information	
CAGE:	#CRM1
Company Name:	POE RADAR SYSTEMS
Address:	3552 PLANNER AVE
City/State/Zip:	ATWATER CA 95301
Exclusion:	YES - THIS VENDOR IS EXCLUDED

[Show Supplier Color Legend](#)

Supplier Risk Score
GREEN (271.98)

Suspected Counterfeit
NO

Scored Data - [Show More Detail](#)

Factor	Records	Score
Suspected Counterfeit	0	100
Quality Score Rankings	8	25
Overall Delivery Score	2	33
CPARS	19	10.64
Corrective Action Requests	26	42.43
Corrective Action Plans	4	1.11
Surveys	0	0
Program Assessment Reports	0	0
GIDEP (non-counterfeit)	0	10
FAPIS	0	50

Info Only - [Show More Detail](#)

Source
USACE

Supplier Risk Report - Factors

Show More Detail (cont'd)

[Back](#) [Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

Contractor Information	
CAGE:	# CRM1
Company Name:	POE RADAR SYSTEMS
Address:	3552 PLANNER AVE
City/State/Zip:	ATWATER CA 95301
Exclusion:	YES - THIS VENDOR IS EXCLUDED

[Show Supplier Color Legend](#)

Supplier Risk Score
 GREEN (271.98)

Suspected Counterfeit
 NO

Scored Data - [Show Less Detail](#)

Suspected Counterfeit

FSC	#
No data	

Quality Score Rankings

FSC	Records	Ranking
2540	2	Bottom third
4140	11	Bottom third
5305	5	Middle third
5330	11	Top third
5340	87	Bottom third
5355	5	Middle third
5820	23	Bottom third
5895	48	Bottom third

Overall Delivery Score

Delivery Records	Score
701	78

Scored Data
factors that go into the
numerical score
(Available only if Records
> 0)

Supplier Risk Report - Factors

CPARS detail

CPARS

Report type	#
Nonsystems (CPARS)	9
Nonsystems (Legacy CPARS)	10

Nonsystems (CPARS)

Contract Number	Assessment Date	Technical	Schedule	Management	Cost Control	Mgt Responsiveness
00000000000000000000	04/24/2015 - 05/24/2015	VERY GOOD	EXCEPTIONAL	EXCEPTIONAL	SATISFACTORY	N/A
00000000000000000000	09/11/2014 - 09/10/2015	N/A	N/A	SATISFACTORY	N/A	SATISFACTORY
00000000000000000000	09/18/2014 - 09/17/2015	VERY GOOD	VERY GOOD	VERY GOOD	VERY GOOD	N/A
00000000000000000000	09/19/2014 - 09/18/2015	N/A	N/A	SATISFACTORY	N/A	N/A
00000000000000000000	09/12/2015 - 11/25/2015	SATISFACTORY	SATISFACTORY	N/A	SATISFACTORY	N/A
00000000000000000000	07/29/2015 - 12/15/2015	VERY GOOD	VERY GOOD	VERY GOOD	VERY GOOD	VERY GOOD
00000000000000000000	03/21/2015 - 03/20/2016	VERY GOOD	SATISFACTORY	VERY GOOD	N/A	N/A
00000000000000000000	03/25/2015 - 03/23/2016	EXCEPTIONAL	EXCEPTIONAL	EXCEPTIONAL	EXCEPTIONAL	VERY GOOD
00000000000000000000	03/26/2015 - 03/25/2016	EXCEPTIONAL	EXCEPTIONAL	EXCEPTIONAL	EXCEPTIONAL	VERY GOOD

Risk Analysis

Summary Risk Analysis Report – Price Info

Average Price: **\$1,243.99**

CAGE	Company Name	Exclusion	FSC Delivery	FSC Quality	Supplier Risk Score	Bid	Average Price Comparison	Other Information
#TQ91	TACTICAL INFLATABLES LLC	NO	92	*	217.02	\$876.21	LOW	
#ST28	PERFORMANCE STANDARDS GROUP	NO	93.5	52.68	367.74	\$973.57	WITHIN RANGE	
#G8P4	VINDICATOR AIRCRAFT CO	NO	*	5.58	266.22	\$1,972.99	HIGH	
#CFM1	POE RADAR SYSTEMS	YES	48.9	35.40	273.98	\$1,168.28	WITHIN RANGE	
#6113	LASSETTER TI-FAB COMPANY	NO	*	*	*	\$1,248.99	WITHIN RANGE	
#4025	SEA MOUNTAIN RADAR SYSTEMS	NO	100	100	478.03	\$1,070.93	WITHIN RANGE	
#2420	GUARD CONH INC	NO	89	79.27	304.95	\$1,238.99	WITHIN RANGE	
#1728	VEERS-AT TRANSPORT SYS	NO	*	*	NO SCORE	\$620.42	LOW	
View All						View All		
(*) No Record								

QUALITY & SUPPLIER COLOR LEGEND	
Blue:	Top 5%
Purple:	Next 10%
Green:	Next 70%
Yellow:	Next 10%
Red:	Lowest 5%

Click **View All** for detailed report

Risk Analysis

Detailed Risk Analysis Report (top)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

PO/Solicitation Number: JCD-20180110-5318
NIIN: 013297892
Last Paid Price: \$1,656.31

FSC: 1560
Last Paid CAGE: #CRM1
Average Price: \$1,248.99
Last Paid date: 09/05/2016

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

PO/Solicitation Number: JCD-20180110-5318
NIIN: 013297892
Last Paid Price: \$1,656.31

FSC: 1560
Last Paid CAGE: #CRM1
Average Price: \$1,248.99
Last Paid date: 09/05/2016

Back

Print

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

HIGH RISK ITEM

PO/Solicitation Number: JCD-20180110-5318
NIIN: 013297892
Last Paid Price: \$1,656.31

FSC: 1560
Last Paid CAGE: #CRM1
Average Price: \$1,248.99
Last Paid date: 09/05/2016

Bids
Show 10 entries

CAGE	Company Name	Quote Price	Price Difference	Average Price Comparison
#GRP6	VINDICATOR AIRCRAFT CO	\$1,972.99	\$729.00	HIGH
#1728	VEERS-AT TRANSPORT SYS	\$620.42	\$-623.57	LOW
#TQ91	TACTICAL INFLATABLES LLC	\$876.21	\$-367.78	LOW
#407L	SEA MOUNTAIN RADAR SYSTEMS	\$1,070.93	\$-173.06	WITHIN RANGE
#CRM1	POE RADAR SYSTEMS	\$1,168.28	\$-75.71	WITHIN RANGE
#PPIR	PERFORMANCE STANDARDS GROUP	\$973.57	\$-270.42	WITHIN RANGE
#A113	LASSETTER TI-PAB COMPANY	\$1,248.99	\$5.00	WITHIN RANGE
#2430	GUARD COMM INC	\$1,238.99	\$-5.00	WITHIN RANGE

Showing 1 to 8 of 8 entries

Previous 1 Next

*Vendor has used other company names which may appear on previous contracts.

Purchase History
Show 10 entries

CAGE	Last Date of Purchase	Unit Price	Escalated Price
#2430	08/24/2011	\$1,132.89	\$1,196.31
#2430	12/19/2011	\$1,114.99	\$1,174.66
#2430	02/16/2012	\$1,101.56	\$1,171.42
#2430	04/23/2012	\$1,128.02	\$1,196.04
#2430	07/31/2012	\$1,318.64	\$1,393.27
#PPIR	08/25/2012	\$1,132.89	\$1,194.91
#A113	08/25/2012	\$1,318.64	\$1,390.83
#A113	08/25/2012	\$1,128.02	\$1,189.78
#A113	08/25/2012	\$1,114.99	\$1,176.03
#A113	08/25/2012	\$1,101.56	\$1,161.87

Showing 1 to 10 of 15 entries

Previous 1 2 Next

Detailed bid analysis

Historical prices escalated for inflation

Risk Analysis

Detailed Risk Analysis Report (bottom)



Historical Prices (with inflation) plotted over Expected Range

Bids plotted over the Expected Range

Expected Range Control Limits

LCL – Lower Control Limit

UCL – Upper Control Limit

Standalone Supplier Risk Report

Supplier Risk Report

[Govt Home](#)

[Logout](#)

ACCOUNT MENU ITEMS

[Modify Account](#)

REPORTS MENU ITEMS

[Solicitation Inquiry](#)

[Edit Existing Solicitation](#)

[Solicitation History](#)

[Summary Report](#)

[Risk Analysis](#)

[Supplier Risk Report](#)

[Item Risk Report](#)

[Market Research Report](#)

[Supplier Surveillance](#)

SERVICE MENU ITEMS

[Feedback/Customer Support](#)

DETAILED SUPPLIER RISK REPORT

[Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

Overview: Government users can search by CAGE.

Instructions: Enter **CAGE** and click **Search**

(M) CAGE : #PPIR|

x

[Search](#)

Enter **CAGE** and
click **Search**

Standalone Supplier Risk Report

Supplier Risk Report

[Govt Home](#)
[Logout](#)

ACCOUNT MENU ITEMS

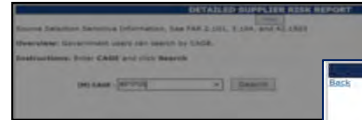
[Modify Account](#)

REPORTS MENU ITEMS

[Solicitation Inquiry](#)
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SERVICE MENU ITEMS

[Feedback/Customer Support](#)



DETAILED SUPPLIER RISK REPORT

Back Print

Source Selection Sensitive Information: See FAR 2.101, 3.104, and 42.1503

PO/Solicitation Number: JCD-20180105-8884

HIGH RISK ITEM

NTIN: 010613602
Last Paid Price: \$465.00

FSC: 1560
Last Paid CAGE: OCHM5

Average Price: **\$833.46**
Last Paid date: 04/08/2014

Contractor Information

CAGE:	HTQ91
Company Name:	TACTICAL INFLATABLES LLC
Address:	82 ARNOLD CT
City/State/Zip:	HOMESTEAD FL 33039
Excluded:	No

[Show Supplier Color Legend](#)

Supplier Risk Score
YELLOW (219.02)

Suspected Counterfeit
NO

Median: 254 Average: 262.29

HTQ91: 219.02

Click [here](#) to download Supplier Detail data
Click [here](#) to download **Negative** Quality and Delivery data
Click [here](#) to download **Positive** Quality and Delivery data

Scored Data - [Show More Detail](#)

Factor	Records	Score
Suspected Counterfeit	0	100
Quality Score Rankings	0	0
Overall Delivery Score	3	100
CPASS	7	2.98
Corrective Action Requests	1	56.71
Corrective Action Plans	1	0.33
DLA OMLQRL	0	0
Surveys	0	0
Program Assessment Reports	0	0
GDOP (non-counterfeit)	0	20
FAPIS	0	50
Price Risk Comparison	N/A	1

Info Only - [Show More Detail](#)

Source	Records
Discrepancies	0
Supply Discrepancy Reports (SDR)	0
Product Quality Deficiency Reports (POQR)	0
Special Quality Data	0
Supplier Audits (SAP)	0
Material Inspection Reports (MIR)	0
Material Test Records	0
Reveal Bulletin	0
Product Lot/Verification Testing	0
System for Award Management (SAM)	0

Standalone Item Risk Report

Item Risk Report

[Govt Home](#)
[Logout](#)

ACCOUNT MENU ITEMS

[Modify Account](#)

REPORTS MENU ITEMS

[Solicitation Inquiry](#)
[Edit Existing Solicitation](#)
[Solicitation History](#)
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[Item Risk Report](#)
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[Supplier Surveillance](#)

SERVICE MENU ITEMS

[Feedback/Customer Support](#)

DETAILED ITEM RISK REPORT

[Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

Overview: Government users can verify if an item is considered to be High Risk by entering a material ID.

Instructions:

1. Select **Material Identifications** category
2. Enter material ID value
3. Click **Search**

Notes:

1. (M) Indicates Mandatory Field

(M) Material Identifications :

NSN

(M) Value :

1560013297892

[Search](#)

Select Material ID and
enter Value

Click Search

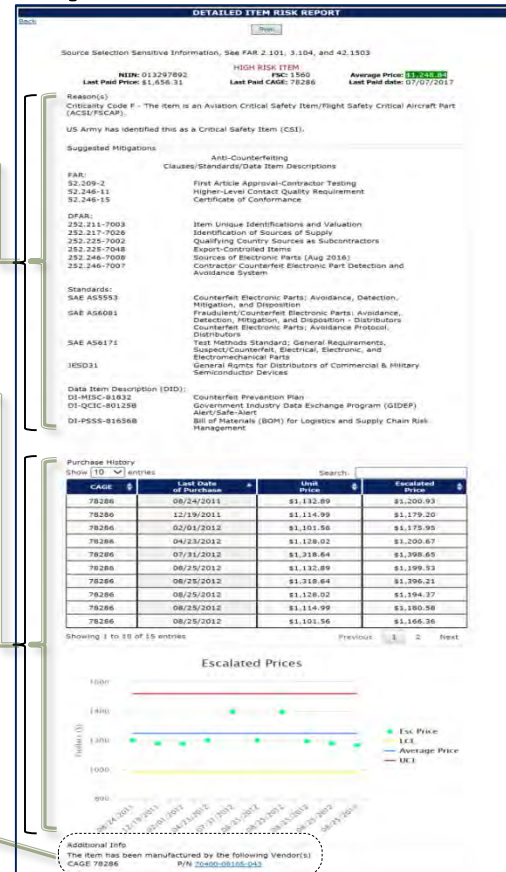
Standalone Item Risk Report

Risk detail and mitigations

Historical purchase info
(from Detailed Item Risk Report)

Additional Info

The item has been manufactured by the following Vendor(s)
CAGE 78286 P/N [70400-08165-043](#)



Market Research Report

Market Research Report

[Govt Home](#)
[Logout](#)
[Switch Apps](#)

ACCOUNT MENU ITEMS

[Modify Account](#)

REPORTS MENU ITEMS

[Solicitation Inquiry](#)
[Edit Existing Solicitation](#)
[Solicitation History](#)
[Summary Report](#)
[Detail Report Pos/Neg Records](#)
[Supply Code Relationship Report](#)
[Risk Analysis](#)
[Supplier Risk Report](#)
[Item Risk Report](#)
[Market Research Report](#)
[Supplier Surveillance](#)

SERVICE MENU ITEMS

[Feedback/Customer Support](#)

Item Risk data

Price Risk Assessment of past buys
(did we overpay back then?)

Supplier Risk Scores for past vendors
(who has sold us this item before)



Market Research Report

Price Risk Assessments of old buys compared to that day's Average Price

Purchase History

Show entries

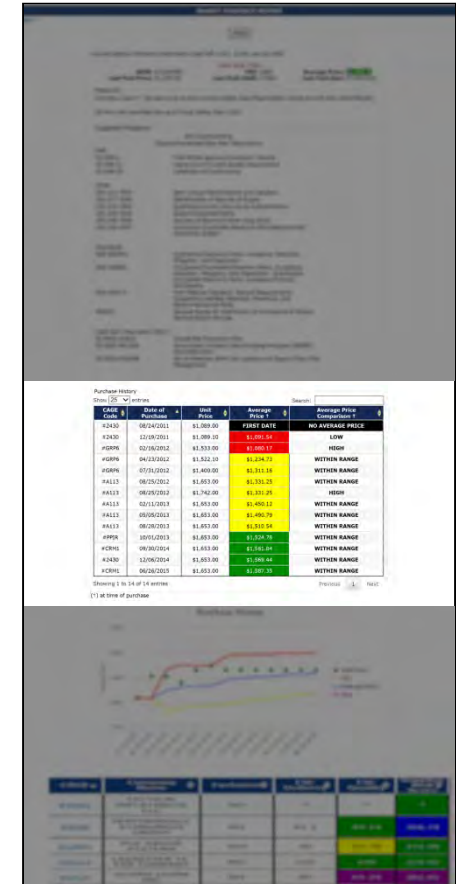
Search:

CAGE Code	Date of Purchase	Unit Price	Average Price	Average Price Comparison
#2430	08/24/2011	\$1,089.00	FIRST DATE	NO AVERAGE PRICE
#2430	12/19/2011	\$1,089.10	\$1,091.54	LOW
#GRP6	02/16/2012	\$1,533.00	\$1,080.17	HIGH
#GRP6	04/23/2012	\$1,522.10	\$1,234.73	WITHIN RANGE
#GRP6	07/31/2012	\$1,400.00	\$1,311.16	WITHIN RANGE
#A113	08/25/2012	\$1,653.00	\$1,331.25	WITHIN RANGE
#A113	08/25/2012	\$1,742.00	\$1,331.25	HIGH
#A113	02/11/2013	\$1,653.00	\$1,450.12	WITHIN RANGE
#A113	05/05/2013	\$1,653.00	\$1,490.79	WITHIN RANGE
#A113	08/28/2013	\$1,653.00	\$1,510.54	WITHIN RANGE
#PIR	10/01/2013	\$1,653.00	\$1,524.78	WITHIN RANGE
#CRM1	09/30/2014	\$1,653.00	\$1,561.84	WITHIN RANGE
#2430	12/06/2014	\$1,653.00	\$1,569.44	WITHIN RANGE
#CRM1	06/26/2015	\$1,653.00	\$1,587.35	WITHIN RANGE

Showing 1 to 14 of 14 entries

(+) at time of purchase

Previous Next



Supplier Surveillance tool

Supplier Surveillance

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[Switch Apps](#)

ACCOUNT MENU ITEMS

[Modify Account](#)

REPORTS MENU ITEMS

[Solicitation Inquiry](#)

[Edit Existing Solicitation](#)

[Solicitation History](#)

[Summary Report](#)

[Detail Report Pos/Neg Records](#)

[Supply Code Relationship Report](#)

[Risk Analysis](#)

[Supplier Risk Report](#)

[Item Risk Report](#)

[Market Research Report](#)

[Supplier Surveillance](#)

SERVICE MENU ITEMS

[Feedback/Customer Support](#)

Creates a list of vendors filtered by
Material ID ^{and}/or Supplier Risk Score

SUPPLIER SURVEILLANCE [Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

Overview: Government users can verify if an item is considered to be High Risk by entering conduct an NSN.

Instructions:

1. Select a **Material Identifications** category and value and/or a **Supplier Risk Score**
2. Click **Search** to generate a report for the qualifier(s) entered

Material Identifications : Value :

Supplier Risk Score :

Select Material ID and
enter Value

Click Search

Optional: select score(s)
(use CTRL key to select more than one)

Supplier Surveillance tool

List allows buyers to scrutinize vendors by performance class

Click to **Export**

[Back](#)

SUPPLIER SURVEILLANCE REPORT

[Print](#)

Source Selection Sensitive Information, See FAR 2.101, 3.104, and 42.1503

NOT HIGH RISK ITEM

NIIN: [015569156](#) FSC: [9140](#)

[Export to Excel](#)

Show entries Search:

CAGE	Company Name	Supplier Risk Score
#GRP6	VINDICATOR AIRCRAFT COMPANY	209.49
#S10P	STRATEGIC ENHANCEMENTS LLC	214.75
#3CPS	LAKESIDE INDUSTRIES	219.51
#8ACK	RHODE ISLAND AERONAUTICS	220.01
#0310	WADE TRANSPORTATION OF YUMA	220.01
#GAVG	ARKANSAS-VICKSBURG COMPANY	220.01
#67B7	MANHATTAN FABRICATION	220.02
#1534	MUTARA AND SONS	220.02
#2177	TAFT AEROSPACE INCORPORATED	220.03
#M14C	LARIAT MANUFACTURING LLC	220.04

Showing 1 to 10 of 19 entries

Previous [1](#) [2](#) Next





DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Value Engineering Change Proposals VECPs

Eric Evans, Engineer
June 19-20, 2018



WARFIGHTER FIRST



VECP



- 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 DLA contracts > \$25K (SAT)
- Clause can be added by modification (< \$25K)
- VECP can only be received on an instant contract
- Typical share ratio: 50/50
- Collateral lifecycle savings may be negotiated







DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Vendor Shipment Module (VSM)

Erin Sawyer, Traffic Mgmt Specialist
Land and Maritime Industry Day
June 19-20, 2018



WARFIGHTER FIRST



VSM Overview



- Web based transportation system that utilizes DSS addressing and routing logic
- Process destination and origin shipments for general and special requirement commodities

- 18,210 Vendors
- 130K Shipments monthly





Features, Requirements, Support

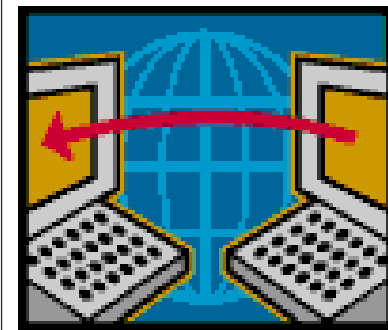
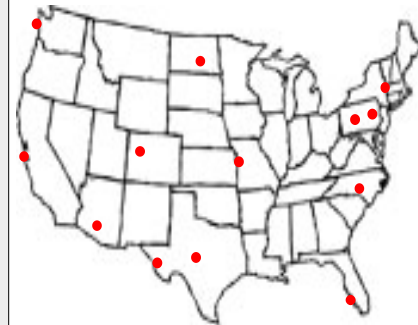


DD FORM 1387, JAN 90

1. TCN W91T1H32170337XX		14. DATE 200323
2. POSTAGE DATA		11. RDP 299
3. FROM ARCES 1, C. SHELBY CHEMICAL CO., INC. 500 SPRING RIDGE DRIVE READING, PA 19612		15. PIECES 0001 OF 0001
5. SHIP TO/PO 000101 CONSIGNEE AND CONTAINERIZATION PT BLDG 2001 COP DOOR 135 THRU 160 NEW CUMBERLAND PA 170705010		16. PROJECT 9CF
7. POD 1. 01WAT KLUWAT ULTIMATE CONSIGNEE OR MARK FOR 1704 9404 CS BN CO A GRD MNT CO AWCF SSF BMLAD AS SALAD IQ		17. TRANSIT PRIORITY 3
10. TONDS/SUPPLY INFO		18. THIS PC 820 1
11. CHARGES		19. TYPE SERVICE
CN: 00060046		20. VIN:
21. SMT:		22. CD:
23. REPRINT		

Features

- Multiple shipping locations are supported
- Web services connects warehouse system to VSM
- Shipment histories are maintained
- On line sign up/live training
- System security
 - DLA firewall
 - Secure login and passwords
- Document Options:
 - DD250,
 - container ID labels,
 - packing lists
 - Mil Std 129



Requirements

- Personal Computer
- Internet Explorer
- Laser or Thermal printer



Support

Contact Information

Email: Delivery@dla.mil

Helpdesk: 1-800-456-5507



VSM Benefits



- No cost to vendor to use VSM
- Most up-to-date addressing
 - Follows the Cargo Routing Information File (CRIF)

Information from Contract:

DELIVER FOB: DESTINATION

V21853

USS HARRY S TRUMAN

CALL NAVSUP WSS T&D 757 443 5434

CALL TRANSPORTATION

US

Actual Ship to:

N62995

US NAVAL AIR STATION SIGONELLA

BLDG 452 COML# 39 095 86 5942

STRADA STATALE 417

CATANIA/GELA

95040 SIGONELLA IT



VSM Benefits



- Due In data to ports and transshipment points
- Reduces returned/frustrated shipments
- Reduces customer wait time
- Offers eligible shipments to air clearance authority





DCMA



- May 2015 - DCMA St Louis started utilizing VSM

Origin Processing

X	Rlse	CLIN	Purchase Order Number	Requisition Number	CDD	IPD	Ship To	Ultimate	Qty Open	SCN	Agency
<input type="checkbox"/>	121234	0001	S010101011010	W81WRE2018TEST0		05	W81WRE	W81WRE	60	Partial	DLA
<input type="checkbox"/>	JH01	0001	SPMDHLTESTING	W80Y3J80940501		11	W80Y3J	W80Y3J	5		DLA
<input type="checkbox"/>	0001	0001	SPM4444444444	W25G1U80890506		11	W25G1U	W25G1U	100		DCMA
<input type="checkbox"/>	123456	0001	SP01010101101	W45N7V2018TEST0		05	W45N7V	W45N7V	10		DLA
<input type="checkbox"/>	JH02	0002	SPMDFTSTESTIN	SW311980770501		12	SW3119	SW3119	1500		DLA

Number of records: 37

Submit Reset Export to Excel Shipped View

Reflects
Administering
Agency



VSM Procedures



- Small Parcel
 - Immediate turn around for carrier labels
 - Exceptions
 - 5% require further review
- LTL/TL/Specialized Equipment
 - Processing time will affect when the clock starts
 - Early in the day, sent to the 3PL
 - Late in the day, sent to the 3PL the next day
 - VSM team will aggregate shipments for a cost savings onto one Master BOL



VSM Procedures



- LTL/TL/Specialized Equipment Cont.
 - Tier 2 (12/24)
 - 3PL returns carrier in 12 hours, unless they exceed the pickup location's operational hours (returned by 1pm local time the next business day)
 - Pick up will be no later than the end of the operational hours on the 2nd business day
 - Tier 3 (24/72)
 - 3PL returns carrier in 24 hours, if this falls on a holiday or weekend, 3PL will return the information at the same time, on the next business day
 - Pickup will be no earlier than the beginning of the 3rd business day
 - Auto email to vendor will alert them on the day the truck is due to arrive



Supply Priority Designators



- Warfighter First
 - IPGs
 - Expedited Shipments



IPD - Issue Priority Designator
IPG - Issue Priority Group
TP - Transportation Priority

IPD	IPG	TP
01	1	1
02	1	1
03	1	1
04	2	2
05	2	2
06	2	2
07	2	2
08	2	2
09	3	3
10	3	3
11	3	3
12	3	3
13	3	3
14	3	3
15	3	3



Expedited Shipping Procedures



Vendor Request for Shipping instructions DLA Distribution Transportation Office				PHONE: 1-800-456-5507 E-MAIL: DELIVERY@DLA.MIL			
Vendor Data		NON-ESOC <input type="checkbox"/> ESOC <input type="checkbox"/>	Requestor Email:				
Company Name		CAGE:		Requestor Name:			
Origin Shipping Address:		Requestor Phone No:			Requestor Fax No:		
Data to Process Shipping requests:		CONTRACT NUMBER:			Delivery Order Number:		
NSN:		RDD:			Priority:		
Supplemental Address:		Signal Code:			Project Code:		
INFORMATION BELOW IS ACCORDING TO SHIPMENT UNIT, IE., BAG, BOX OR SKID		Requisition Number/TCN:					
IF YOU HAVE MULTIPLE SHIPMENT UNITS, EACH MUST HAVE THE QUANTITY WITHIN THE UNIT AND EACH UNIT MUST BE LISTED SEPERATELY							
If you are packing more than one clin in a unit, list all clin's within that unit	Clin or Item Number:	Type of Shipment Unit	Quantity In Each Shipment Unit	Weight of the Shipment Unit	Dimensions: (In Inches)		
					Length	Width	Height
	Unit 1						
	Unit 2						
	Unit 3						
If you have more than three shipment units, list additional data in the bottom section.							
If a FOB Origin/Non Fast Pay, indicate dates and times material is available for pick-up:							
<input type="checkbox"/> HAZARDOUS	CLASS		U.N.		PACKING GROUP		
<input type="checkbox"/> NON-HAZARDOUS	PROPER SHIPPING NAME						
INSERT SPECIAL SHIPPING ADDRESS HERE							

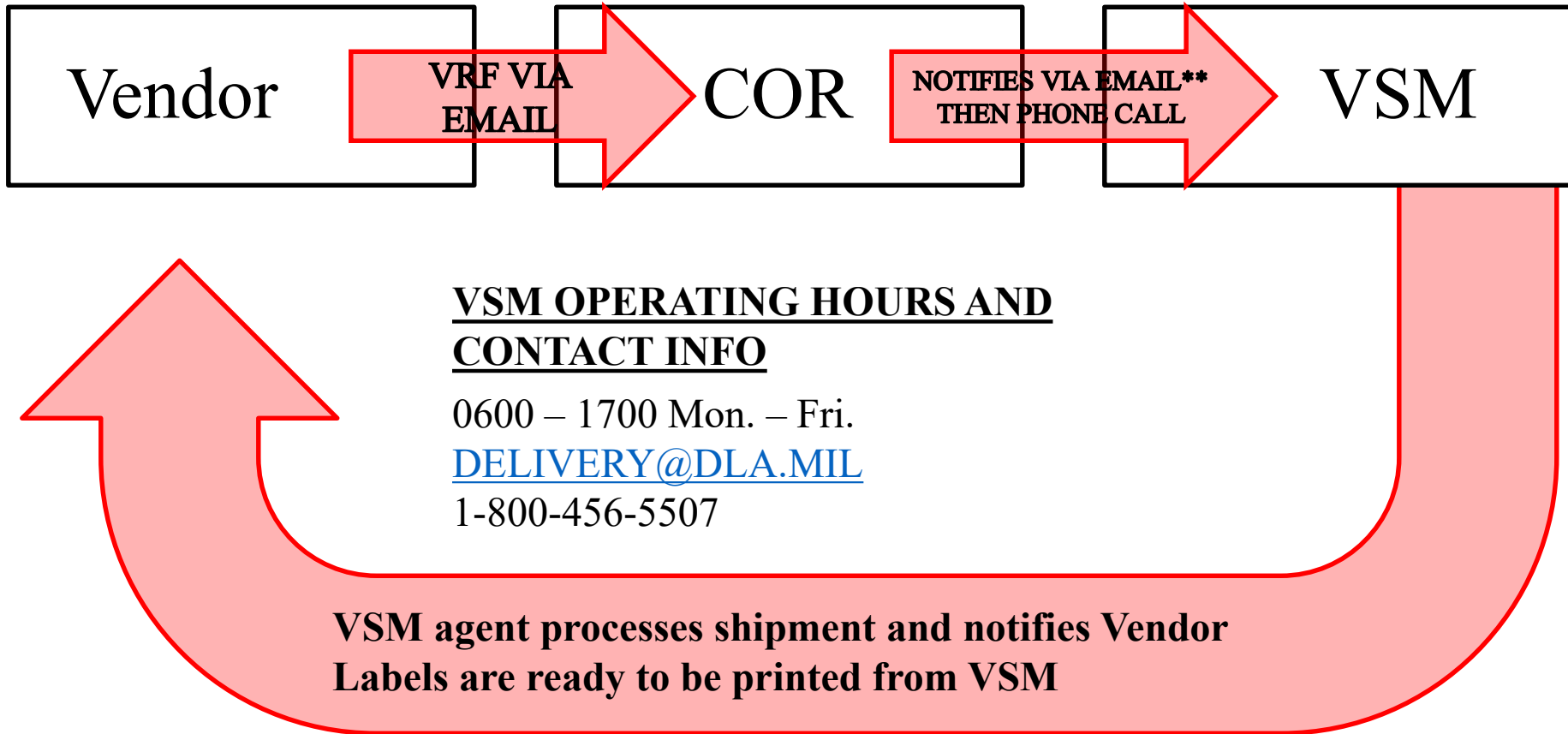
Yellow Blocks – information in these blocks will remain the same for each shipment

White Blocks – information in these block may vary for each shipment

Red Block – insert the special shipping address different than the ship to DODAAC, as applicable



Process Flow Chart



****COR email shall state approval of expedited shipment method.**



VSM



Questions?

