

***CORONA DIVISION
NAVAL SURFACE WARFARE CENTER***



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MAKING SEA POWER 21 A REALITY



Focus

Money IS even tighter

- War efforts
- Natural disasters

A New Approach

- **Proactive**
 - Upfront and early insight
- **Effective**
 - Cost Less than the “way we’ve always done it”
- **Partnership**
 - Give and Take, share risk

Policy & Guidance

Page 1 of 2

- **Assistant Secretary of the Navy (RD&A) DMSMS Management Guidance of 27 Jan 2005 ([SSB recognized](#))**
- **Deputy Assistant Secretary of the Navy for Logistics (DASNL) Memorandum of 20 Aug 2004 update to NAVSO P- 3692. ([DMSMS Update](#))**
- **Under Secretary of Defense Memorandums of 16 Aug 2004.**
 - **Performance Base Logistics: Purchasing Using Performance Based Criteria. ([PBL Metrics](#))**
 - **Microelectronics Strategic Management. ([Emphasizes importance of microelectronics](#))**
- **NAVSO P- 3692: Independent Logistics Assessment Handbook of December 2003. ([Established Detailed ILA Requirements](#))**
- **SECNAVINST 5000.2C: Implementation of Operation of the Defense Acquisition System and the Joint Capabilities Integration and Development System. ([Systems Engineering Requirements](#))**
- **SECNAVINST 4105.1A: Independent Logistics Assessment and Certification Criteria. ([Implementation of ILA Requirements](#))**

TOP 10 Ways to Deal with COTS Obsolescence Mgmt

10. Let the Contractor Take Care of it
9. Survey the COTS Manufacturers
8. Make Life-Type-Buys
7. Redesign...that'll fix it
6. Reverse engineer it
5. Technology Refresh
4. e-Bay® (aftermarket)
3. Let's cannibalize!
2. Let's find an Alternate
1. Worry about it later

SSB Success Example #1

CWCEC: SVME-166-177-VX Single Board Computer

- **Ship Control System**
- **119 Required @ \$8.3K**
- **Life-Type Buy Cost: \$1M**

SSB Solution \$25K in components

Upfront Cost Avoidance: ~\$1M

SSB Success Example #2

BEI: MT40D-X-HSS8192N & 512N Encoders

- **Weapons Handling System**
- **356 @ \$5K and 110 @ \$7K Required**
- **Life-Type Buy Cost: \$2.6M**

SSB Solution \$32K in components

Upfront Cost Avoidance: ~\$2.6M

SSB Success Example #3

Radstone: PMCGA2-201 Graphics Board

- **Ship Control System**
- **35 Required @ \$4.1K**
- **Life-Type Buy Cost: \$143.5K**

SSB Solution \$17K in components

Upfront Cost Avoidance: ~\$125K

DAICO Industries: CSWA9077 Switched Attenuator

- “Top Hat” Assembly
- 56 Required @ \$1.4K
- Life-Type Buy Cost: **\$78K**

SSB Solution \$5K in components

Upfront Cost Avoidance: \$73K

Qualitative Successes

- **RD Instruments**
- **North Atlantic Industries**
- **Curtiss-Wright DY-4**
- **Agilent**
- **SBS Technologies**

Sunset Supply Base Process

- Programs Disconnected from COTS manufacturers
- Limited access to technical and market data needed to manage obsolescence



Acquisition Support
Team

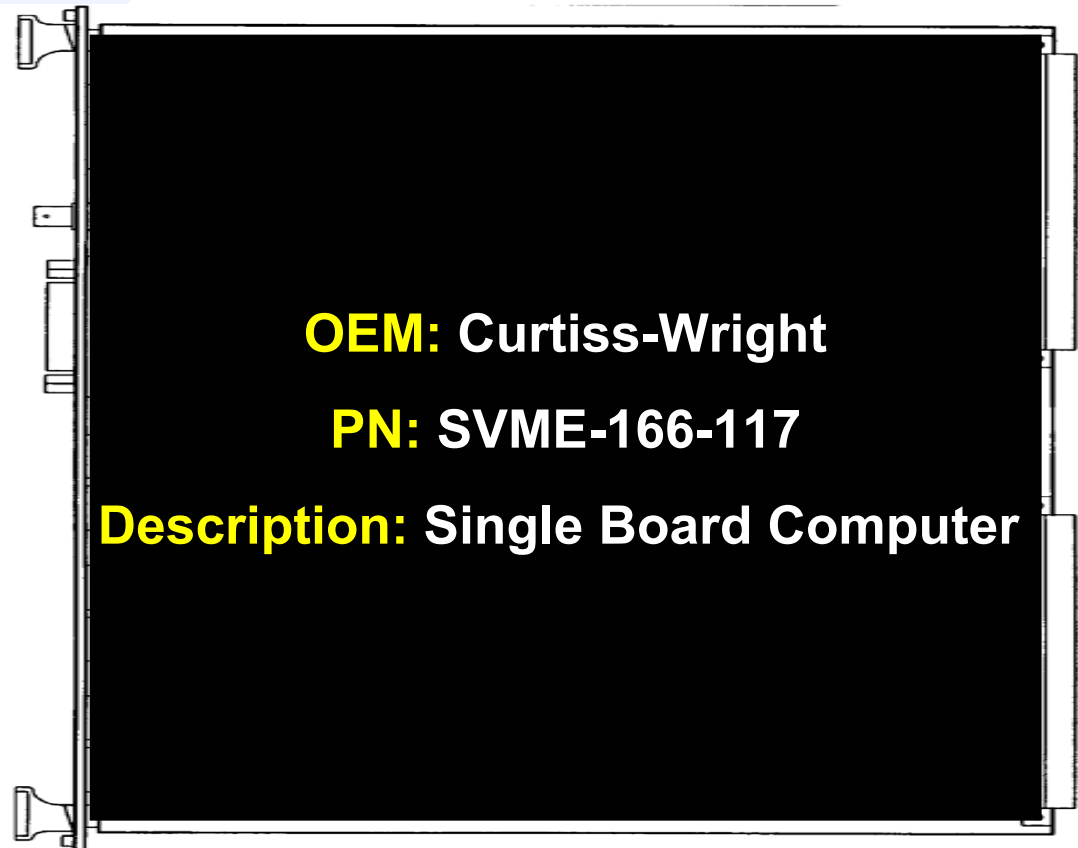


SSB - Bridging the Gap

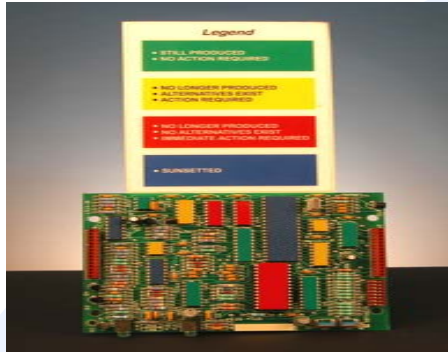
Sunset Supply Base Obsolescence Analysis

Before **SSB**....

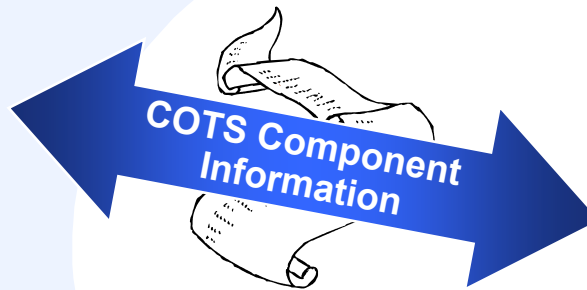
...Limited COTS
Information



Sunset Supply Base Process



SSB



SSB is an Independent Government Agency

- No business threat
- Non disclosure agreements are signed
- Single POC to OEMs

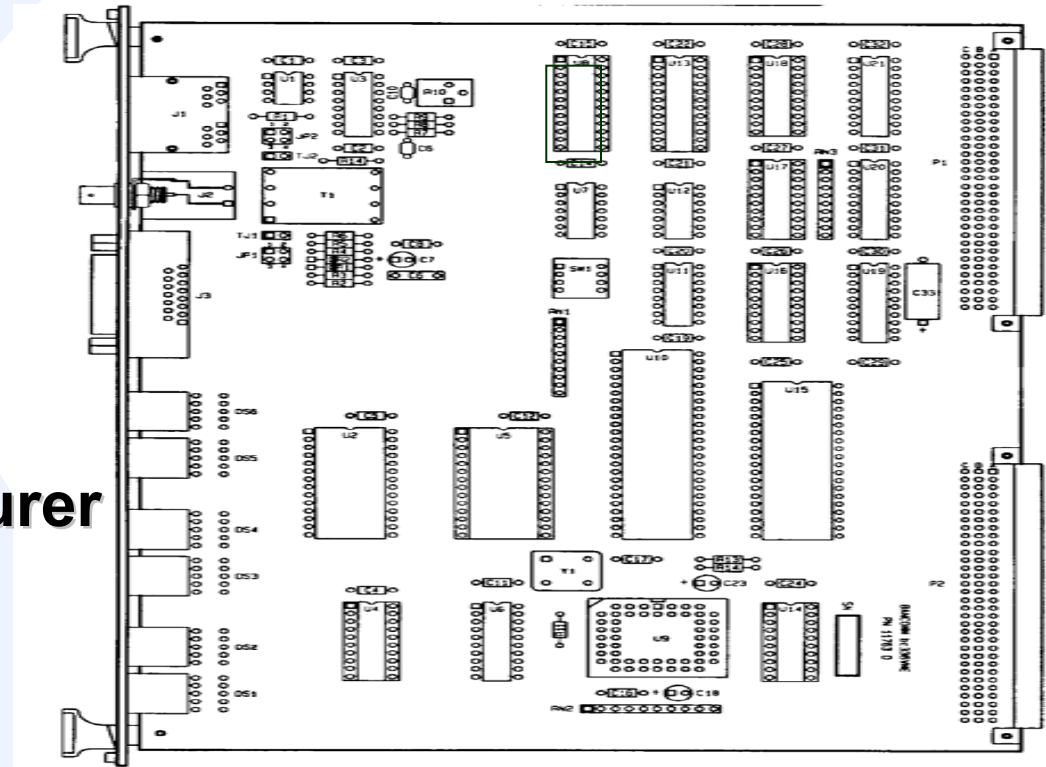
Partnership

Sunset Supply Base Obsolescence Analysis

With **SSB**....

We Know the

- Part number
- Component Manufacturer
- Quantities per Board



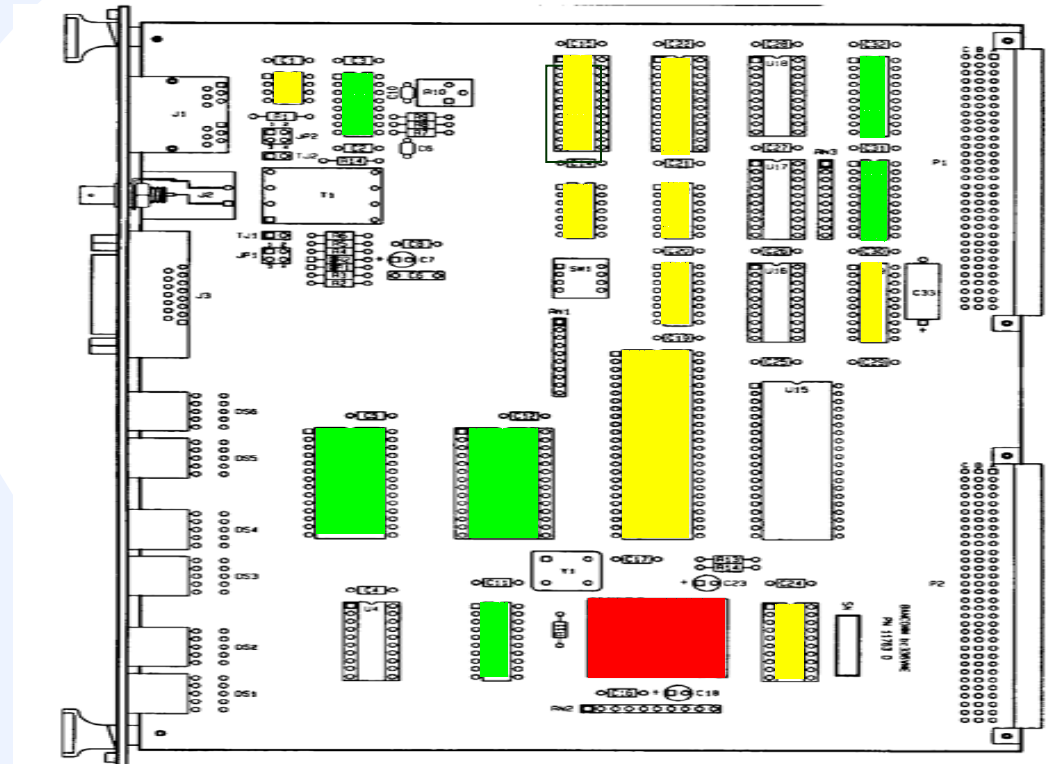
**Proactive Obsolescence
management**

Sunset Supply Base Obsolescence Analysis

- Still Produced
- No Actions

- No longer produced
- Action Required
- Alternative components available

- No longer produced.
- Immediate Action Required.
- No alternatives exist

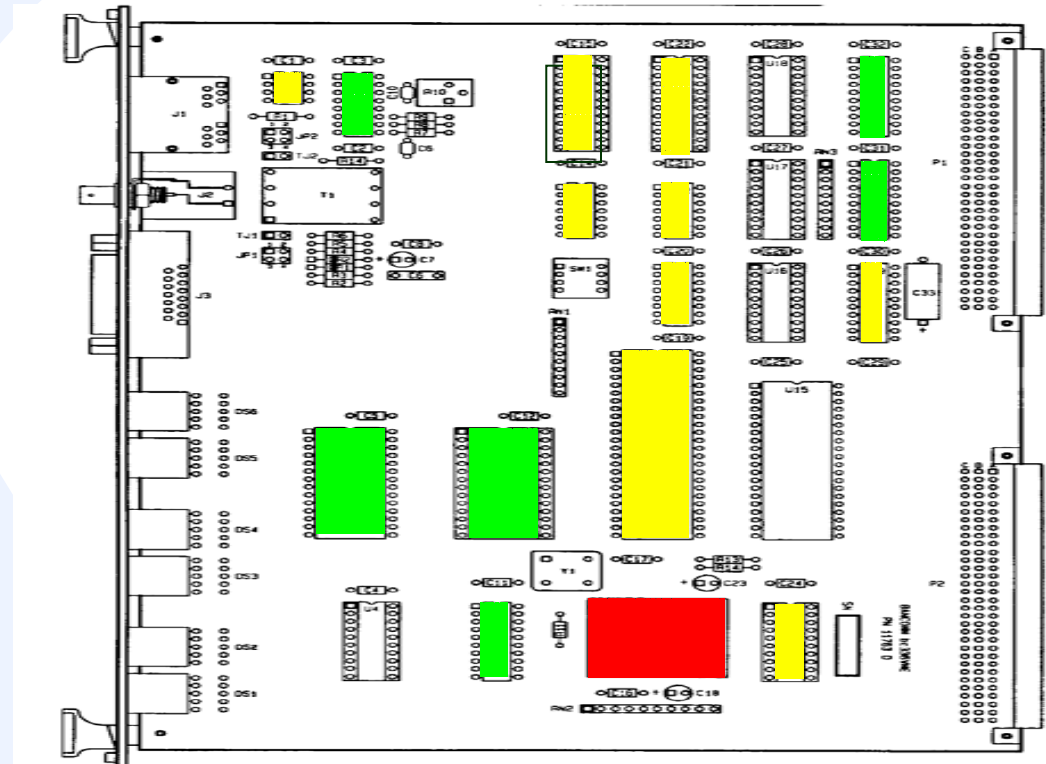


Sunset Supply Base Obsolescence Analysis

- Still Produced
- No Actions

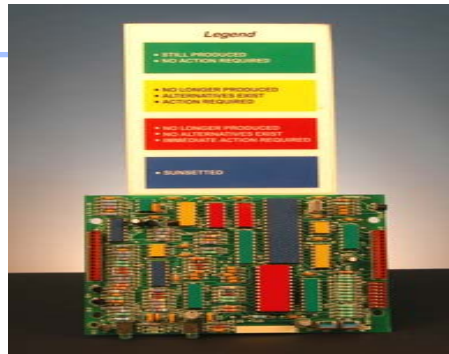
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**Proactive Obsolescence
management**

Sunset Supply Base Process



Parts
Obsolescence
Report



Acquisition Support
Team

- **Obsolescence issues are reported to the support team**
- **Provides new information critical to selecting the RIGHT support strategy**
 - Life of Type Buy
 - Alternate
 - **SSB**
 - Combination

A Better Decision

Sunset Supply Base Process

- OEM Agrees to continue production & repair
- Components are purchased



Acquisition Support Team



OEM Partners

CURTISS WRIGHT Controls, Inc. Embedded Computing

hp

RD Instruments

PENTTEK

RADSTONE TECHNOLOGY

W

KARTEK POWER

BEI

ramix

Voiceboard Corporation

Buy CCA If or When Needed

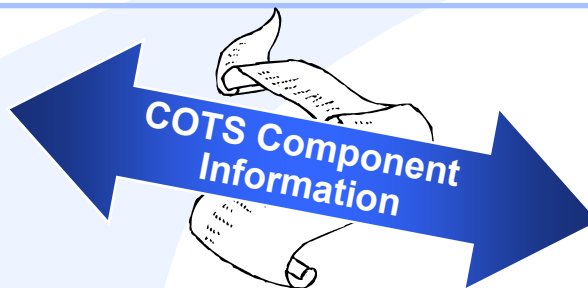
Sunset Supply Base Process Summary



Parts
Obsolescence
Report



Acquisition Support Team



OEM Partners

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PENTEK

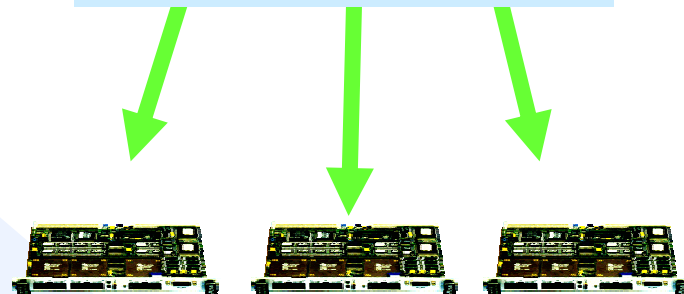
RADSTONE

BEI

ramix inc.

KARTEK POWER

Voiceboard Corporation



SSB Summary

- **Configuration Management**
- **Less Cost**
- **Stable Logistical support**
- **Technology Insertion Planned NOT REACTIVE**
- **Allows Continued Production of COTS Item**
- **Fleet Supportability & Availability**
- **Long Term Relationship with COTS Manufacturers**

Proactive

Effective

Partnership



Life of type buy...\$1M

Redesign...\$3M

**Saving money and achieving
long-term support...Priceless**

Happy Holidays & Happy New Year!



*From our Family to yours...we wish you
a Happy and Safe Holiday Season.*