

# Maritime Supplier Operations Break-Out Session



August 27-29, 2007



# Agenda

---



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



# Maritime Supplier Ops At a Glance



## What

**1.7M Items**

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

## From

**5100 Suppliers**

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

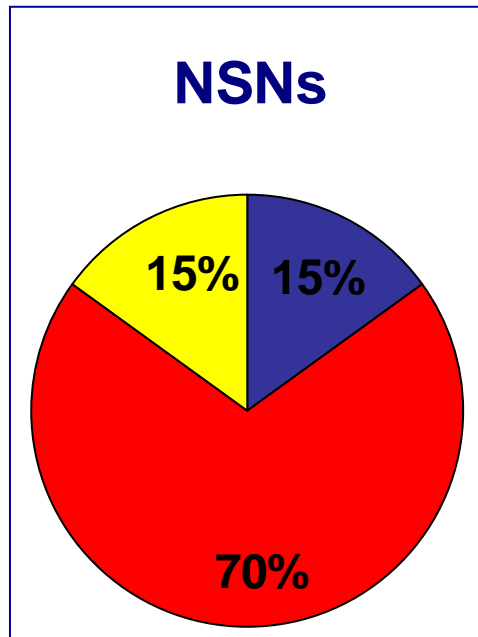
## By

**331K Contract Actions Worth \$1.2B**

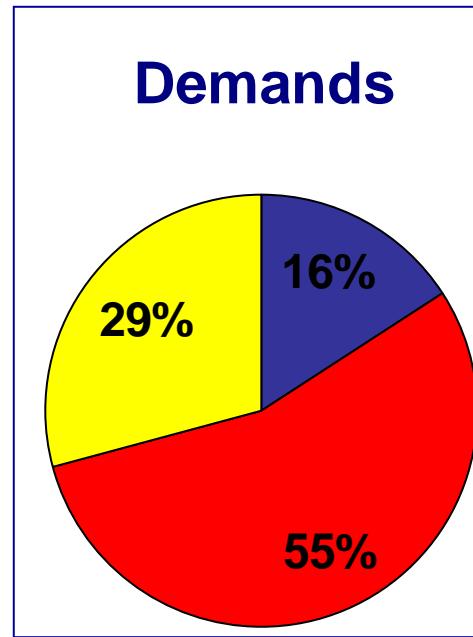
- ~900 Employees
- 28 Integrated Supplier Teams
- 3 Sites



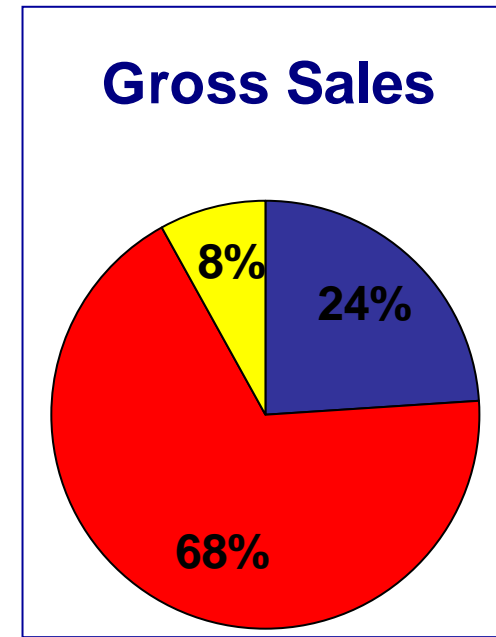
# Site Comparisons Maritime Supplier Ops



1 June 2007  
(Snapshot)



FY07 to Date  
(Cumulative)



FY07 to Date  
(Cumulative)

Columbus Richmond Philadelphia



# Maritime Supplier Ops Organization



**DSCC**  
BG Patricia E. McQuiston, USA, Commander  
Mr. James McClaugherty, Deputy Commander

Maritime Detachment  
Philadelphia  
Roger Dixon, Director

Maritime Supplier Operations  
CAPT Griff Warren, Director  
Ms. Ann Bradway, Deputy Director  
CDR David Peters, Deputy Director

Maritime Detachment  
Richmond  
Don Love, Director  
Diana Coley, Deputy Director

ISTs  
MSG

ISTs  
Supplier Support Division  
MSG

ISTs



# EBS Roles, Responsibilities & Functions



## Integrated Supplier Team (IST) ... Basic Organizational Unit

- Product Specialists: What to buy?
- Supply Planners: How many and when to buy?
- Pre Award Acquisition Specialists: Execute the buy and assure delivery!

## Strategic Material Sourcing Group

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

## Supplier Support Division

- “Emergency Buying Team” for our customers’ most urgent needs
- Manages PACE for all DSCC
- Centralized management of solicitation and award of Auto IDPOs



# Post-Award



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



# Post-Award



- Centralized Post-Award Team for Contract Administration matters.
- Maritime Columbus Administrators organized by state and/or CAGE code.
- Special team of “expeditors” working emergencies and backorder issues. They are also assigned specific states or CAGE codes.
- Dedicated group of Administrators for the Navy Nuclear Reactor Program (21N). Material Availability must be kept at 95% or above for this program. We need your help to accomplish this goal.
- Our Goal: Be reasonable but demanding customers on behalf of the American tax payers.





# REQUEST FOR INFORMATION (RFI)

---



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



# Supplier Relationship Management

---

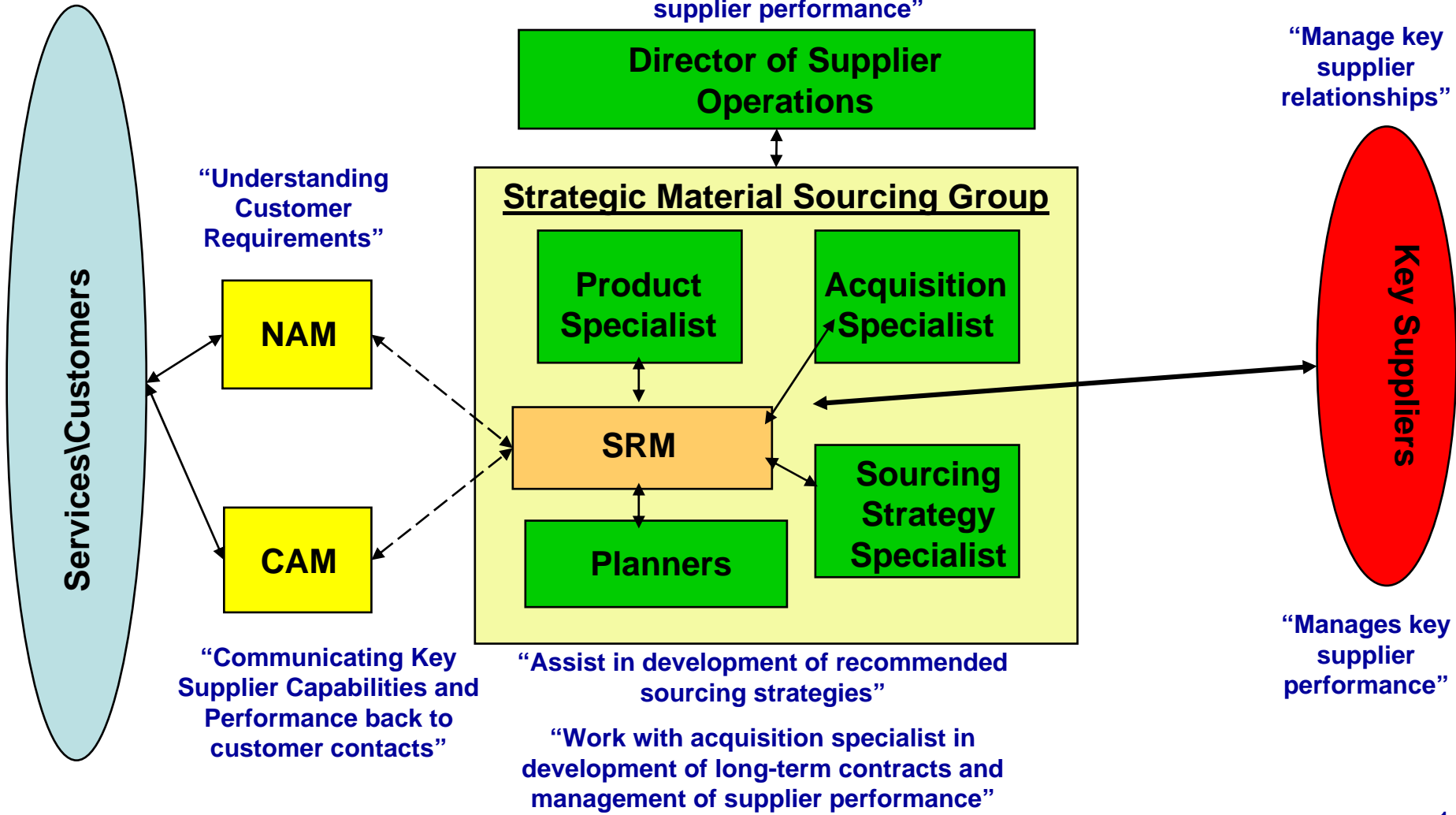


## What is it?

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



# SRM Organizational Position





# Supply Chain Alliances



## Objectives –

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

## Suppliers –

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

## Goals –

ALT & PLT reduction  
Enhanced forecast  
Economic purchases  
Contract consolidation

## Successes –

Price reductions  
Enhanced communication  
Greater LTC coverage  
ALT/PLT savings

CLARCOR

TIMKEN  
Where You Turn



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

YORK  
A JOHNSON CONTROLS COMPANY

Raytheon



JGB  
enterprises inc.

DRESSER-RAND

Jamaica Bearings Company 

CRANE  
AEROSPACE &  
ELECTRONICS

SKF



# How/Why Would SRM Engage My Company?

---



Key suppliers identified by spend

- Charters with 11 Suppliers

Commodity driven issues

Process solutions

Complex issues that require coordination between customer and supplier



# Long-Term Contract Initiatives



## Navy Nuclear Reactor Program (21N):

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

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

**Status:** Data analysis to identify target population

**Scope/estimated dollar value:** TBD



# Long-Term Contract Initiatives

---



## 363 Ton Shipboard Air Conditioning Plant:

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

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

**Status:** Navy developing requirements for Statement of Work.

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

**Estimated dollar value:** TBD



# Open Dialogue

**Booth # 707 and 708**