

Defense Logistics Agency

SEPRT 14



One Pass Pricing (OPP) Update

Sallee Justis

**Warfighter
Support**

**Stewardship
Improvements**

**Business Process
Refinements**

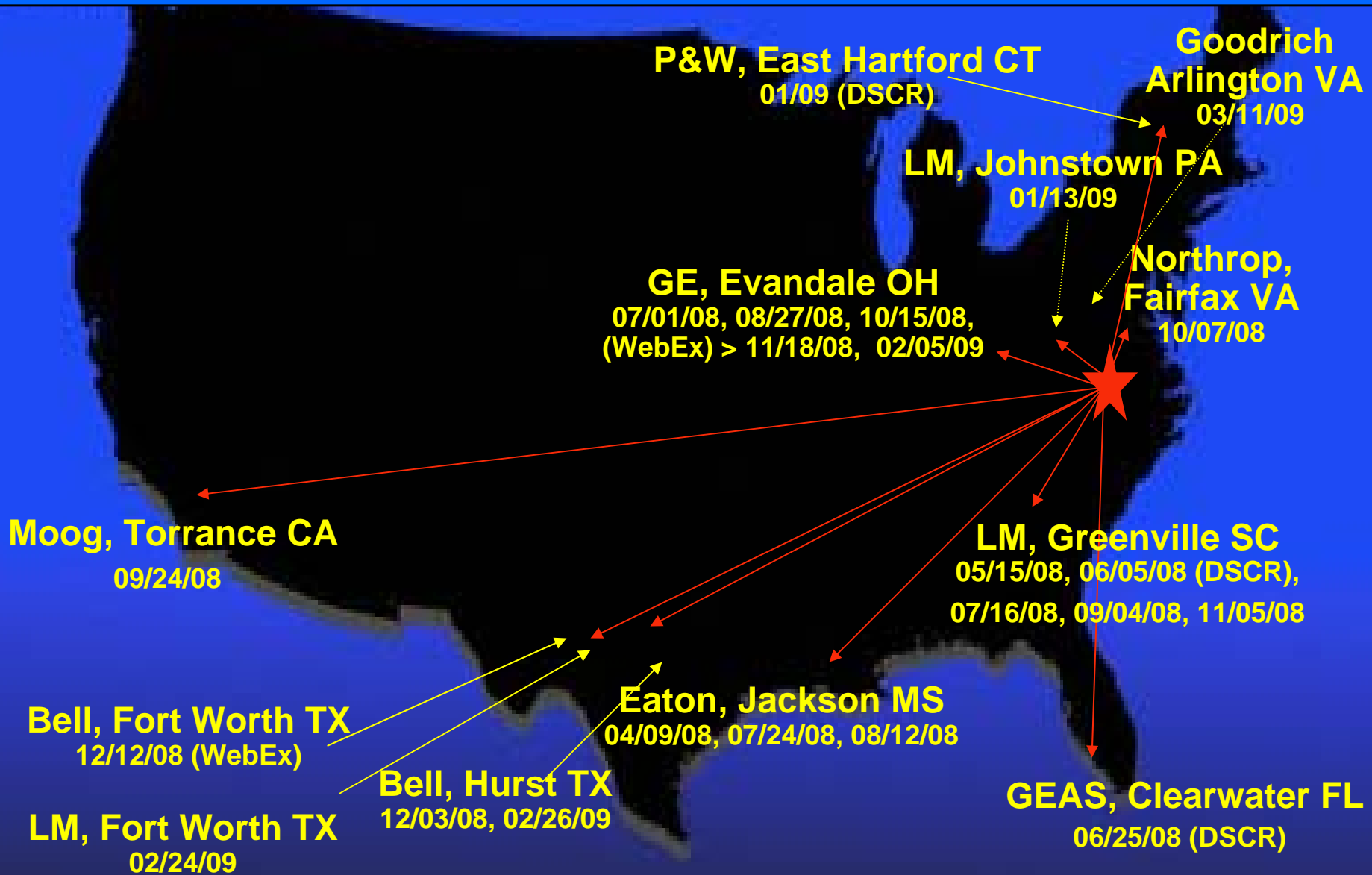
**Workforce
Development**



Update

- Where We've Been Status Update
- FY08 SSA Obs
- OPP Way Forward
- OPP Accomplishments
- OPP Improvements
- Where We're Going

Where We've Been





FY08 SSA Obligations

SSA	Total Obs (LTC)	Total Obs (Trans)	Total Obs	% \$ Obs on LTC	% of Total Obs (Trans)	Engaged
General Electric	\$ 168,568,083	\$ 31,884,130	\$ 200,452,213	84%	15%	Yes
Goodrich	\$ 11,355,557	\$ 23,492,569	\$ 34,848,126	33%	11%	
Lockheed Martin	\$ 4,199,242	\$ 18,270,691	\$ 22,469,933	19%	8%	Yes
Parker Hannifin	\$ 18,464,491	\$ 17,468,864	\$ 35,933,355	51%	8%	Planned
Hamilton Sunstrand	\$ 18,530,250	\$ 17,291,737	\$ 35,821,987	52%	8%	
Northrop Grumman	\$ 4,179,230	\$ 17,189,294	\$ 21,368,524	20%	8%	Planned
Honeywell	\$ 59,443,075	\$ 13,212,849	\$ 72,655,924	82%	6%	Yes
Textron / Bell	\$ 55,336,955	\$ 13,176,466	\$ 68,513,421	81%	6%	Planned
Boeing	\$ 50,749,240	\$ 12,722,718	\$ 63,471,958	80%	6%	Yes
Meggitt / ABS	\$ 3,107,079	\$ 8,436,606	\$ 11,543,685	27%	4%	
British Aerospace	\$ 1,550,533	\$ 8,002,641	\$ 9,553,174	16%	4%	
Canadian Commercial Corp	\$ 4,264,459	\$ 7,724,759	\$ 11,989,218	36%	4%	
Eaton	\$ 7,894,374	\$ 5,947,413	\$ 13,841,787	57%	3%	
Moog	\$ 6,108,264	\$ 5,760,308	\$ 11,868,572	51%	3%	
Rolls Royce	\$ 54,819,254	\$ 4,767,772	\$ 59,587,026	92%	2%	
Pratt & Whitney	\$ 49,039,272	\$ 4,390,632	\$ 53,429,904	92%	2%	Planned
Sikorsky	\$ 45,344,599	\$ 4,003,530	\$ 49,348,129	92%	2%	Yes
GE Aviation (Smiths)	\$ 6,471,002	\$ 2,474,347	\$ 8,945,349	72%	1%	
TOTALS:	\$ 569,424,959	\$ 216,217,326	\$ 785,642,285	72%		



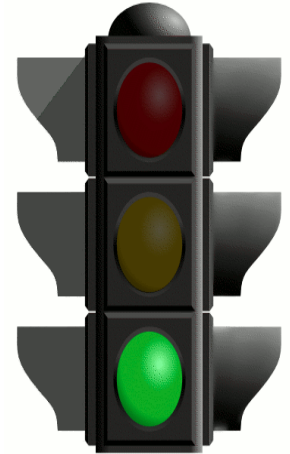
OPP Way Forward

FY08 SSA Partners Performance by Obs	
	Obligation \$'s
Total	\$786 M
LTC (Delivery Orders)	\$570 M
POs/BOAs (Transactional Orders)	\$216 M

- **72%** of obligation \$'s are against LTCs
- FY09 - **target** the **\$216M (28%)** of transactional Obs
- **Focus** - Partners with the greatest **transactional orders**



FY08 OPP Accomplishments

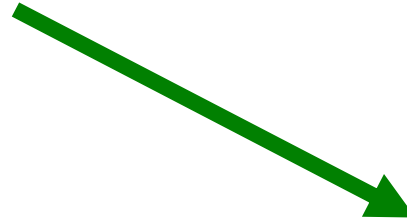


SSA	NSNs	ADV
Boeing	949	\$2.4M
Honeywell	339	\$2.1M
Sikorsky	72	\$1.2M
General Electric	101	\$30.9M
Lockheed Martin	217	\$5.4M
TOTALS	1,678	\$42.0M
<i>* Existing Engagements (pre-SEPRT 12, Apr 08)</i>		
<i>* New Engagements (post-SEPRT 12, Apr 08)</i>		



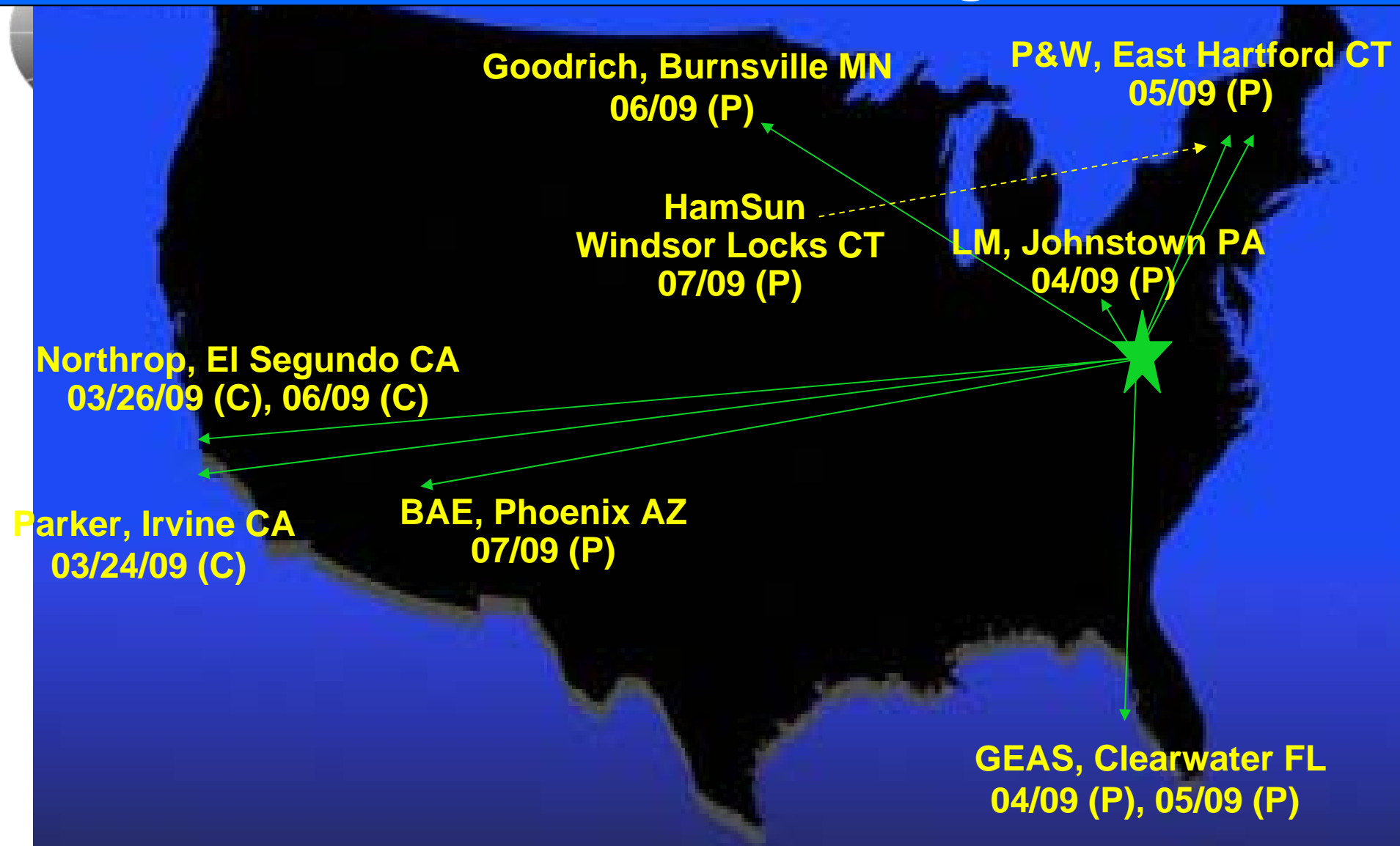
OPP Performance Results

FY08				
Vendor	Total Obs	Total Obs (LTC)	Total Obs (Trans)	%
GE	\$ 200,452,213	\$ 168,568,083	\$ 31,884,130	84%
LM	\$ 22,469,933	\$ 4,199,242	\$ 18,270,691	19%



FY09 - Year-to-Date (Oct 08 - Feb 09)				
Vendor	Total Obs	Total Obs (LTC)	Total Obs (Trans)	%
GE	\$ 135,413,204	\$ 124,132,601	\$ 11,280,603	92%
LM	\$ 10,903,225	\$ 6,544,932	\$ 4,358,293	60%

Where We're Going



C - Confirmed
P - Planned

