



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Land Supplier Operations

COL Ryan Kivett  
24-25 August 2010




# Agenda

- Mission Overviews
  - DLA Land and Maritime
  - Land - Columbus
  - Land and Maritime - Philadelphia
  - Land and Maritime Strategic Programs
  - Land - Aberdeen
  - Land - Warren
- Top 10 Reasons for Delayed Payments
- DIBBS / PACE
- Areas of Emphasis
- Questions



# DLA Land and Maritime Leadership Team



 Deputy Commander  
Mr. James McClaugherty, SES



 Commander  
Thomas J. Richardson, BG



 Executive Director,  
Contracting & Acquisition  
Management  
Mr. Milton K Lewis, SES



Chief of Staff  
 Col Daniel K. Hicks, USAF  
Mr. Griff Warren, Deputy



# DLA Land Leadership Team



**Land Customer Operations**  
COL Jeffrey Vieira, USA  
Ms. Barbara Robertson, Deputy

**Land Supplier Operations**  
COL Ryan Kivett, USA  
Mr. Ben Roberts, Deputy



**DLA Land and Maritime Philadelphia**  
Mr. Roger Dixon  
Mr. Frank Madeja, Deputy

**DLA Land and Maritime Strategic Programs**  
Mr. Stephen Rodocker

**DLA Land - Aberdeen**  
Mr. Doug Nevins

**DLA Land - Warren**  
Ms. Ellen Dennis



# DLA Land Supplier Operations

## DLA Land and Maritime

BG Thomas Richardson  
Mr. James McClaugherty  
Mr. Milton Lewis

Land - Aberdeen  
Doug Nevins

Land - Columbus  
COL Ryan Kivett  
Ben Roberts

Land and Maritime  
Philadelphia  
Roger Dixon

Land and Maritime  
Strategic Programs  
Steve Rodocker

Land - Warren  
Ellen Dennis

Tactical Vehicles  
Denise Pennington

Hardware  
Ruth Herman

Acquisition  
Execution  
Marty Sass

Batteries & Tires  
Dan McGrath

Supplier  
Relationship  
Management  
Linda Kelly

Combat Vehicles  
& Small Arms  
Linda K. Johnson

Supplier Support  
John Shaw



# Land Supplier Operations Columbus



COL Ryan Kivett  
Director



Mr. Ben Roberts  
Deputy Director

- To provide effects-based acquisition, focused supply and logistics support to America's Armed Forces in peace and war, around the clock, around the world... with emphasis on the readiness of the Land-Based Weapon Systems
- Supply chain management for 360K parts supporting land-based weapon systems
  - Includes supply planning, product assurance, and procurement
- Annual business
  - \$2.3 billion in sales
  - 3 million customer orders
  - 400 thousand contract award actions to over 5,000 suppliers



# Tactical Vehicle Support Division



Denise Pennington  
Division Chief



Ken Abrams  
Vehicle Support  
Team I



Janice Harrell  
Vehicle Support  
Team II



Sherry Wellmer  
MRAP Team

- Total FSCs Managed: 164+
- Major FSCs: 2510, 2520, 2530, 2540, 2590, 2940
- Workforce: 127 professionals
- NSN's Managed: 91,836
- Purchase Requests: 4,941
- Customer Sales Orders: 677K per yr
- Annual Sales: \$748.2M

## Focus Areas:

- Vehicle Maintenance / Service Kits
- Cadillac Gage Textron, Caterpillar Sole Source Items
- MRAP Common Items
- Cab Body Frame Structural Components
- Power Transmission Components
- Brake, Steering Axle, Wheel Components
- Sole Source MRAP, MATV, RCV Unique Items
- Fire Suppression, Suspension, Air Conditioning



# Batteries/Tires Division



Dan McGrath  
Division Chief



John Lidonnice  
Batteries Team



Philip Ludwig  
Tires Team

- Total FSCs Managed: 18
- Major FSCs: 2510, 2520, 2530, 2540, 2590, 2620, 4910, 6135, 6140, 6160, 6650
- Workforce: 38 professionals
- NSN's Managed: 11,065
- Purchase Requests: 1,846
- Customer Sales Orders: 220K per yr
- Annual Sales: \$346.4M

## Focus Areas:

- Execute best value decisions related to procurement actions and actively engage with supplier base to reduce logistics response time and backorders.
- Proactive efforts are underway to assess high demand items for adequate long-term contract coverage





# Combat Vehicle Support Division



Linda K. Johnson  
Division Chief



Renee Magill  
Combat Vehicle/  
Armament Team



Mike Morouse  
Engines Team



Bob Heine  
Wheeled Vehicles Team

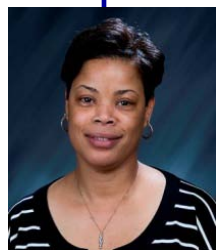
- Total FSCs Managed: 160+
- Major FSCs: 1005, 1095, 1045, 1075, 1090, 2500 series, 2805, 2900 series, 3030, 3040, 4720
- Workforce: 134 professionals
- NSN's Managed: 142.397
- Purchase Requests: 7,221
- Customer Sales Orders: 1,059K per yr
- Annual Sales: \$837.6M
- Individual and Crew Served weapons support
  - M2, M240, Howitzers, & Grenade Launchers
- Combat Tracked Vehicle & Armament spare parts
  - Includes M1 Tank, M2/M3 Bradley and M88
- Responsible for engine support
- Maintain spare parts for tactical wheeled vehicles
  - Includes the HMMWV, FMTV, HEMTT, MRAP
- Customer Pay/Integrated Logistics Partnership
  - HMMWV RECAP/RESET lines at RRAD, LEAD, and MMA



# Supplier Support Division



John Shaw  
Division Chief



Tanya Merritt  
Shared Services



Jerry Roush  
Post Award



MAJ Thorpe  
Program Management



Patricia Snyder  
Contracting

- Workforce: 80 professionals
- NSN's Managed: 200,000
- Purchase Requests: 11,000
- Customer Sales Orders: 61K / month
- Annual Sales: \$150M

## Focus Areas:

- Industrial Product-Support Vendor (IPV)
- Integrated Logistics Partnership (Customer Pay)
- MRAP common items
- Shared Services & Contract Admin Support
- Long-term contract support for strategic items
- Forward Presence logistics services



# Shared Services



Tanya Merritt  
Shared Services IST



Mechelle Vandermolen  
Supervisory Contract  
Specialist (Pre-Award)



Linda Allensworth  
Supervisory Contract  
Specialist (Pre-Award)



Don Robinette  
Product Specialist  
Supervisor

- Emergency Buy, Non-NSN, and Forward Execution
  - Supporting customers in theater and stateside with procurements of Non-NSN and NSN items
  - Forward Execution Team is integrated with customers located at RRAD, TYAD, LEAD, MCLB, MCLA, ANAD
  - Forward Execution Team has captured \$16.4M in sales since inception in July 2008
  - Non-NSN Team
    - Purchase Requests: 1319
    - Annual Sales: \$69.7M
    - Orders received: 82K+ per year
    - Suppliers: 250
- Engineering Support
  - Liaison between DSCC product specialists and ESA including technical reviews, development of new sources
- Forward Presence Product Specialists
  - Assist with technical reviews at forward locations, clear PQDRs, liaison with product specialists of record



# Post Award Contract Administration



Jerry Roush (Acting)  
Post Award Chief



Julie Searcy  
Post Award Team I



Jackie Maurer  
Post Award Team II



Penny Morgan Loper  
SRM (Post-Award)

- Open Orders: 35,000
- Suppliers: 1800+

## Mission:

- Performs contract administration for the Land Directorate of Supplier Operations

## Objectives:

- Prioritize Open Orders for contractors (i.e. any order not fully received)
  - Reduce and prevent backorders
  - Assure contractor focus is aligned with customer needs
  - Streamline contractor and government communication
  - Reduce delinquencies



# Industrial Programs – IPV & ILP



MAJThorpe  
Program  
Management Branch



Patricia Snyder  
Contract Support Branch

## Mission:

- Provide innovative supply chain solutions in support of Army industrial production sites

## Focus Areas:

- Industrial Product-Support Vendor (IPV) & Integrated Logistics Partnership (ILP)
- IPV support to Army facilities at Letterkenny and Tobyhanna Army Depots in Pennsylvania, plus at Anniston Army Depot, Alabama and Red River Army Depot, Texas
- ILP support to Letterkenny and Red River Army Depots
- Oversee Contractors that provide full supply chain management support to industrial production lines
- Provide full range of property management and contract administration services
- Support kitting initiatives as required



# Land Supplier Operations - Philadelphia

Roger Dixon  
Director



Ruth Herman  
Division Chief



Harry MacCord  
Diversified  
Hardware I



Andrea Wicker  
Diversified  
Hardware II



Charles Henderson  
Diversified  
Hardware III



- Major FSC assignments include:
  - 5340 (Miscellaneous Hardware, such as mounting brackets, locks, clamp loops)
  - 5360 (Springs)
- Workforce: 80 professionals
- NSN's Managed: 200,000
- Purchase Requests: 11,000
- Customer Sales Orders: 61K / month
- Annual Sales: \$150M

## Focus Areas:

- Customer Pay
- MRAP common items
- Long-term contract support for strategic items



# Strategic Programs Directorate (SPD)



Steve Rodocker  
Director



Jeffrey Spratt  
Operational Analysis  
& Planning



Marty Sass  
Acquisition  
Execution II



Kelly Vingle  
Acquisition  
Execution I



Jeffrey Spratt  
Program  
Management

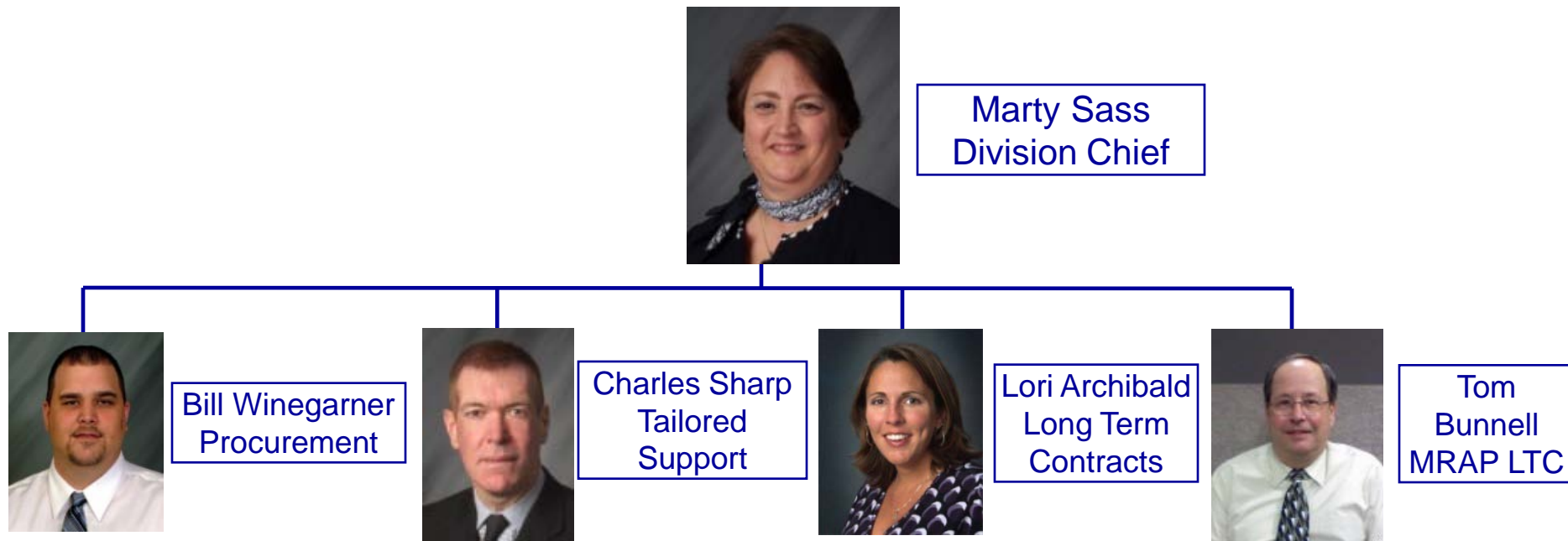


Linda Kelly  
Supplier Relationship  
Management

- Single-up the development, execution, implementation, and monitoring of strategic LTCs for Land & Maritime
- Centralize Basic Contract Administration and Supplier Relationship Management
- Manage all strategic acquisition-based programs from conception of support strategy through basic contract close out



# Acquisition Execution



- Execute all Tailored Support Initiatives (FASI, Tires Successor, IPV, etc.)
- Formulate multiple NSNs into Family Groupings to award on Long Term Contract (SMS, MRAP, etc.)
- Coordinate and award Supply Chain corporate contracts
- Perform all Basic Contract Administration for the Land Directorate LTCs





# Sourcing Plan FY10-12

Sourcing Approach	FY10				FY11				FY12				
	Quarter				Quarter				Quarter				
	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	
Commodity Support Plan (CSP)						FSC 4710	TSI	FSC 5930		Battery SCP		FSC 4730	FSC 5935
Weapon System		MRAP LTCs		MRAP LTCs		FASI-G +		FASI-G +					
Customer				H <sub>2</sub> O				IPV-TYAD					
LTCs – New Contracts		280				300				275			
LTCs – Renewals		465				458				462			
<b>SMS Growth Total ADV (Millions)</b>		<b>\$152</b>				<b>\$180</b>				<b>\$170</b>			



# FY11 Strategic Initiatives

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

Target Population:

- Batteries
- Tire Products
- Weapon Systems
- FASI-G Add-Ons (Subcontract Opportunities)
- SRM Contractors – Sole Source Adds
- Various Sole Source and Competitive NSNs
- IPV Tobyhana Re-Competition
- Tires Successor Initiative
- MRAP (details next slide)



# FY11 Strategic Initiatives - MRAP

- Sole Source Corporate LTC Projects
  - Navistar
  - Force Protections, Inc.
  - GDLS-Canada/BAE Systems, South Africa
  - BAE Systems, Sealy, TX – Add On NSNs
  - BAE Systems, Anniston, AL – Add On NSNs
  - Oshkosh
  - Mack Truck NSNs
  - Marmon-Herrington NSNs
  - Axletech
  - Allison Transmission
  - Spartan Motors
  - Fastenal
- Additional LTCs
  - Suspension, Air Conditioning, & Fire Suppression NSNs
- Continue to Look for Other Unique MRAP LTC Opportunities
  - Continual Re-look at Population
- Add Ons to Above LTCs, Once Awarded



# Supplier Relationship Management



Linda Kelly  
Division Chief



Julie Miller



Maggie Mickey



Pauline Buck



Donna Ramsey

## Mission:

- Building two-way relationships with key suppliers across the DLA Enterprise in order to evaluate and manage supplier capability and jointly solve problems.

## Strategic Supplier Alliances:

- AM General
- BAE Systems Land & Armament
- BAE-Sealy
- Colfax
- Dresser-Rand
- GDLS
- GDLS – Canada (through CCC)
- Oshkosh Truck
- Raytheon
- York

## Supply Chain Alliances:

- BAE-Fairfield (Armor Holdings)
- Badger Truck
- BTMC
- Caterpillar
- Crane
- Cummins Engine
- Facet / CLARCOR
- FN Manufacturing
- JGB Enterprises
- Kampi Components
- Penn Detroit Diesel
- Rockwell Collins
- SAIC
- Wheeler Brothers



# DLA Land - Warren



Mrs. Ellen Dennis  
Director

## Mission

- Army DLR Contracting Support
- Contract Administration

## Primary Customer

U.S. Army Tank-automotive & Armaments – Life Cycle Management Command (TACOM-LCMC) Integrated Logistics Support Center.

## Products Supported

Annual spend over \$500M on Army Systems:

- Tactical Vehicles
- Combat Vehicles
- Petroleum & Water
- Bridging
- Watercraft

*We were established in 2009 as a result of the BRAC 2005 Decision to consolidate DoD **Depot Level Repairable Procurement** within a single agency (DLA)*



# DLA Land - Aberdeen



Mr. Doug Nevins  
Director



Mr. Stephen Bianco  
Deputy Director

## Mission

- Army DLR Contracting Support
- Contract Administration

## Primary Customer

The Army's Communications Electronics Command (CECOM) – CECOM will complete its move from Ft. Monmouth, NJ to Aberdeen Proving Grounds, MD in 2011.

## Products Supported

Annual spend of \$700M on C4ISR Systems:

C4 - Command and Control,  
Communications, and Computers

I - Intelligence

S - Surveillance

R - Reconnaissance

*We were established in 2010 as a result of the BRAC 2005 Decision to consolidate DoD **Depot Level Repairable Procurement** within a single agency (DLA)*



# Agenda

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  - Land - Columbus
  - Land and Maritime - Philadelphia
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- Top 10 Reasons for Delayed Payments
- DIBBS / PACE
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- Questions



# Top Ten Reasons Payments are Delayed

#10 – Shipment does not meet packaging requirements.

#9 – Incorrect item received.

#8 – Non-conformance to heat treatment requirement for wood packing materials (including pallets). Since 2007, all wood packing material requires a stamp certifying heat treatment (DLAD clause 52.247-9012).





# Top Ten Reasons Payments are Delayed

- #7 – Material not received in an acceptable condition – (damaged, non-compliant to shelf-life requirements, other quality issues).
- #6 – Quantities on shipping documents or invoice are more or less than in the shipment.
- #5 – Improper markings – shipments must be compliant to MIL-STD-129P marking requirements.



# Top Ten Reasons Payments are Delayed

- #4 – No documentation received with the shipment  
\*\* MIL-STD-129P requires a copy of the receiving report be sent with the shipment unless otherwise noted in the contract.
- #3 – Wrong CLIN number on shipping documents or invoice.
- #2 – Incorrect data on invoice (delivery order number omitted or incorrect, unit of issue incorrect, etc). Invoice must match contract data.



# Top Ten Reasons Payments are Delayed

And the #1 reason why payments are delayed . . .

. . . Materials are shipped to the wrong location. All contract line items were shipped to one location.



# **Top Ten Reasons Payments are Delayed - Helpful Actions -**

- Contact your Contract Administrator
- Maintain up-to-date point of contact information in the Central Contractor Registry (CCR)
- Retain and make available Proof of Delivery (Carrier tracking) information



# Top Ten Reasons Payments are Delayed - Helpful Resources -

- <http://assist.daps.dla.mil/> - copies of Military Standards including MIL-STD-129P and MIL-STD-2073-1D
- [www.dodrfid.org](http://www.dodrfid.org) – information on DoD's Radio Frequency Identification marking requirements
- [www.wawftraining.com](http://www.wawftraining.com) – online training for Wide Area Workflow



# DIBBS-PACE

- Solicitations Posted on DLA Internet Bid Board (DIBBS)  
<https://www.dibbs.bsm.dla.mil/>
- Registration and Quoting
- Solicitations Closing and Procurement Automated Contract Evaluation (PACE)
  - Fully Automated Awards
  - 2<sup>nd</sup>-Look Team Supervisor – Susan Knisley
    - Evaluate and Award Closed Solicitations
    - 13 Buyers, 1 Product Specialist, 1 Admin Support
    - FY09: 51K PR's Processed; 43K PR's Awarded
    - PACE-Batteries, Material Safety Data Sheets
    - PACE Rejected PR's





# Areas of Emphasis

- Automated Best Value System Scores
- Delinquencies
- Traceability
- Non-Conforming Parts
- Counterfeit Material
- Pricing



# QUESTIONS

- Division Chiefs / Representatives



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

