



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

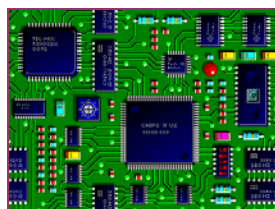
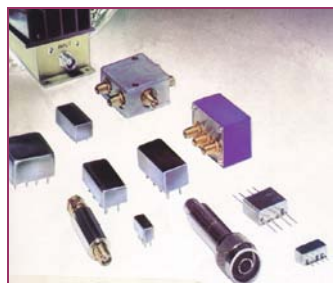


DLA Maritime Supplier Operations Break-Out Session

August 23 – 25 2010



DLA Land and Maritime





Agenda

- Command Overview
- Maritime Supply Chain Overview
- PACE Overview
- Contract Administration Overview
- Resolution Specialist Overview
- Strategic Programs Directorate Overview
- Supplier Relationship Management
- Open Dialogue



DLA Land and Maritime Leadership Team



Deputy Commander

Mr. James McClougherty, 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 and Maritime Leadership Team



Maritime Customer Ops
CAPT Kevin Head, USN
Ms. Deborah Haven, Deputy



Maritime Supplier Ops
CAPT Roland Wadge, USN
Ms. Patricia Shields
CDR Jay Tucker, Deputies



DLA LAND AND MARITIME
- Philadelphia
Mr. Roger Dixon
Mr. Frank Madeja, Deputy

DLA MARITIME
Mechanicsburg
Mr. Bob Taylor

Strategic Programs
Directorate (SPD)
Mr. Steve Rodocker

DLA MARITIME Norfolk
CDR Bill Nash
Mr. Joe Long, Deputy



DLA Maritime Supplier Ops At a Glance

What

1.77 M Items

\$1.7 B Sales

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

From

5,014 Suppliers

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

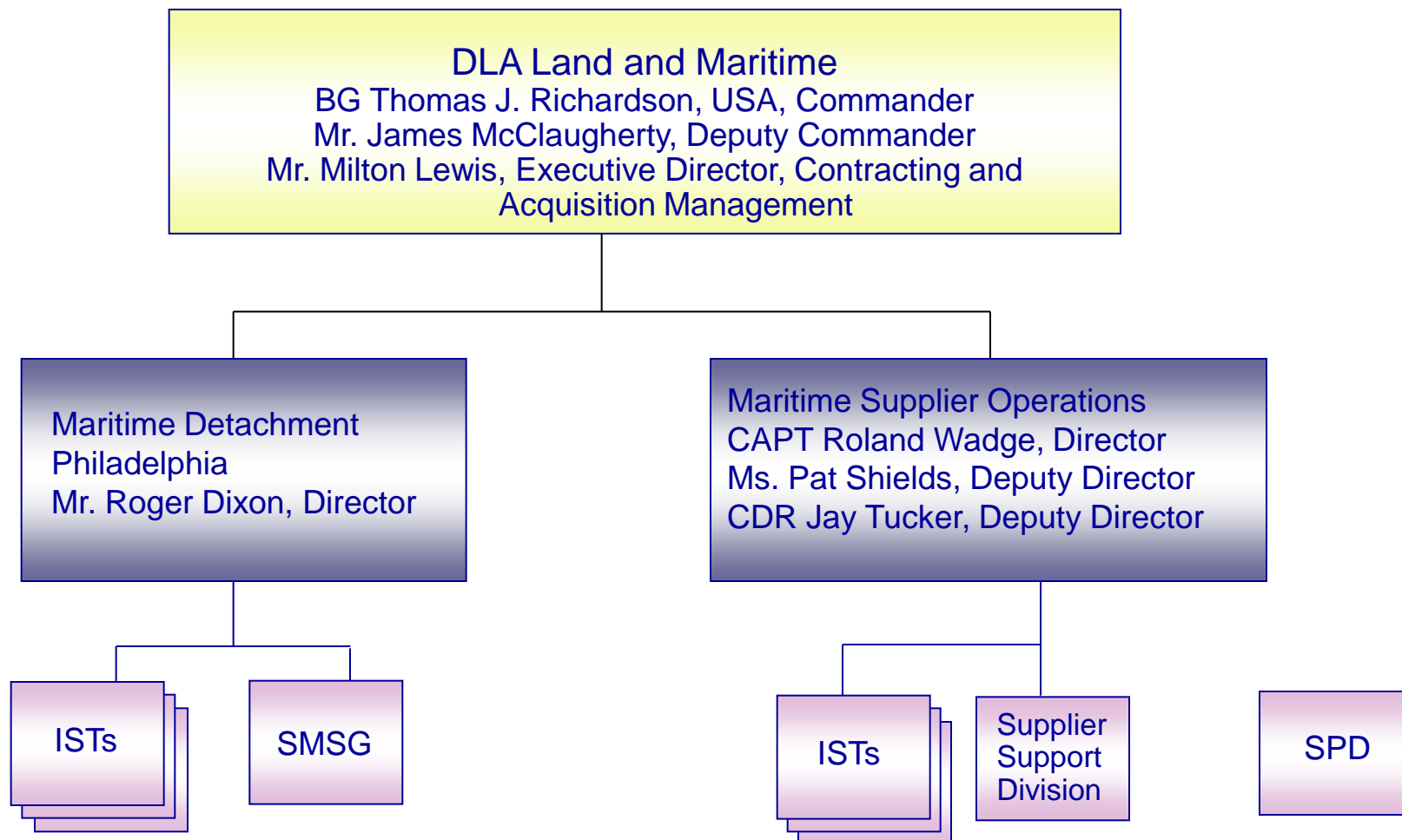
By

223K Contract Actions Worth \$ 1.5B

- 798~ Employees
- 19 Integrated Supplier Teams
- 2 Sites



DLA Maritime Supplier Ops Organization





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.

Strategic Programs Directorate

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

Supplier Support Division

- “Emergency Buying Team” for our customers’ most urgent needs
- Manages PACE for all DLA Land and Maritime
- Centralized management of solicitation and award of Auto IDPOs
- Shared Services support for all of Maritime
- Contract Administration assures delivery
- Resolution Specialist resolves inventory discrepancies



DLA Land and Maritime DIBBS-PACE

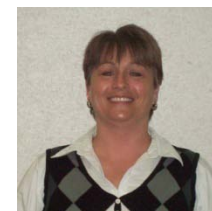
- Solicitations are Posted on DLA Internet Bid Board (DIBBS)
<https://www.dibbs.bsm.dla.mil/>
- Registration and Quoting
- Solicitations Closing and Procurement Automated Contract Evaluation (PACE)
 - Fully Automated Awards
 - 2nd-Look Team Supervisor – [Susan Knisley](#)
 - Evaluate and Award Closed Solicitations
 - 13 Buyers, 1 Product Specialist, 1 Admin Support
 - FY09: 51,606 PR's Processed; 43,502 PR's Awarded
 - PACE-Batteries, Material Safety Data Sheets (MSDS)
 - PACE Rejected PR's





Maritime Shipyard Support

- FMSC: Partnering with Vendors and Customers
 - Buys all DLA managed items for urgent requirements
- Dedicated Core Team
 - First-Line Supervisor – [Paula Webb](#)
 - Norfolk – Amanda Pontia and Ken Flaute
 - Pearl Harbor – David Penn and Starre Poindexter
 - Portsmouth – Lisa Thompson and Greg Edwards
 - Puget Sound – Marvin Horton and Donn Cover
 - Post-Award: Todd Manning (+3 TBD)
 - Product Specialist: TBD





Contract Administration



Stephanie McCormick
Contract
Administration Chief



Kelly Penwell
Contract
Administration Chief

- Supervisor – Sue Coyer
- Supervisor – Myrtice Gray
- Supervisor – Hiram Maisonave
- Supervisor – Gary Meyer
- Supervisor – Temika Morris
- Supervisor – Jeff West
- Analyst – Chris Watson
- Each supervisor has a team consisting of approximately 13 contract administrators, purchasing agents and acquisition support technicians.



Contract Administration

- Centralized Post-Award Branch 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.
- Dedicated Quality Notification Team.
- Emphasis on monitoring Backorders and Delinquencies.
- Our Goal: Be reasonable but demanding customers on behalf of the American tax payers and provide exceptional support to the Warfighter.



Resolution Specialist



David Anders
Resolution Specialist Chief

- Supervisor – Carolyn Green
- Supervisor – Clifford Madsen
- Supervisor – Adrian Williams



Resolution Specialist /Vendor Education

- Payment is made based on receipt of invoice and Government acceptance (unless fast payment procedures are authorized)
- Acceptance is based on:
 - Material
 - Quantity
 - Price
 - Receipt Location
 - Shipping, Packaging, Marking Requirements
 - Receiving Documents



Resolution Specialist /Vendor Education (Cont)

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).



Resolution Specialist /Vendor Education (Cont)

- #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.



Resolution Specialist /Vendor Education (Cont)

- #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.



Resolution Specialist /Vendor Education (Cont)

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

Materials shipped to the wrong location (all contract line items shipped to one location).



Resolution Specialist /Vendor Education (Cont)

- 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



Resolution Specialist /Vendor Education (Cont)

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



Strategic Programs Directorate (SPD)



Steve Rodocker
Director



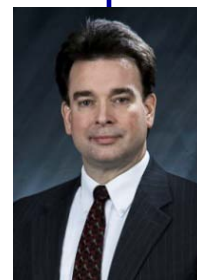
Jeffrey Spratt
Operational Analysis
& Planning



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



Sourcing Plan FY10-12

Sourcing Approach	FY10				FY11				FY12			
	Quarter				Quarter				Quarter			
	1 st	2 nd	3 rd	4 th	1 st	2 nd	3 rd	4 th	1 st	2 nd	3 rd	4 th
Commodity Support Plan (CSP)						FSC 4710	TSI	FSC 5930	Battery	FSC 4720	SCP	FSC 4730 FSC 5935
Weapon System		MRAP LTCs	MRAP LTCs	FASI-G +	FASI-G +		FASI-G +					
Customer			H ₂ O				IPV-TYAD					
LTCs – New Contracts		280				300				275		
LTCs – Renewals		465				458				462		
SMS Growth Total ADV (Millions)		\$152				\$180				\$170		



Supplier Relationship Management



Linda Kelly
SRM 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



Areas of Emphasis

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



Open Dialogue



Story Board Charts



DLA Maritime



Robert Taylor
Mechanicsburg Director

Hull, Mechanical, and Electrical
Contracting Division
Jim Komaromy, Director
(11 Contract Specialists)

Communications and
Surveillance Contracting Division
Jim Hartman, Director
(13 Contract Specialists)

Combat Systems
Contracting Division
Tony Abate, Director
(12 Contract Specialists)



DLA Norfolk Naval Shipyard Organization

CDR Bill Nash
Commander, DLA Norfolk Naval Shipyard

Business & Analysis
Division

Material Control Division

Material Division

Contracting Division

- 1 Supervisory Contract Specialist
Cindi Newcomb
- 3 Contract Specialist,
GS-1102-12
- 1 Purchasing Agent, GS-1105-09
- 1 Purchasing Agent, GS-1105-08
- 2 Purchasing Agent, GS-1105-07



TOTAL = 8

Contracting June 2009 – June 2010

736 Line Items @ \$3,906,254.10. All Federal Supply Classes included
National Stock Numbers Procured – 74 @ \$331,878.18
(DLA – 56 @ \$144,135.78; Other – 18 @ \$187,742.40)



DLA Maritime Philadelphia



Michael Tarkett
Division Chief



Sharyn Redding
Sea Hardware



Linda Middleman
Packing/Gasket/O-Ring Team 1



Robin Thomas
Packing/Gasket/O-Ring Team 2

Top Federal Supply Classes

FSC Nomenclature

5330 Packing and Gasket Materials

5331 O-Rings

5355 Knobs, Dials and Pointers

Sales

\$ 162M

\$ 13M

\$ 10M



Active Devices Division



Ernie Reid
Division Chief



Lisa Ohl
Electronic
Assemblies and
Transformers



Evan Baisden
Micocircuits &
Semiconductors
DMS



Anthony Carrico
Non-Powered Valves

Top Federal Supply Classes

FSC Nomenclature

4820 Valves, Non-Powered

5998 Electrical and Electronic Assemblies

5960 Electron Tubes and Associated Hardware

Sales

\$ 192,531,976

\$ 53,029,936

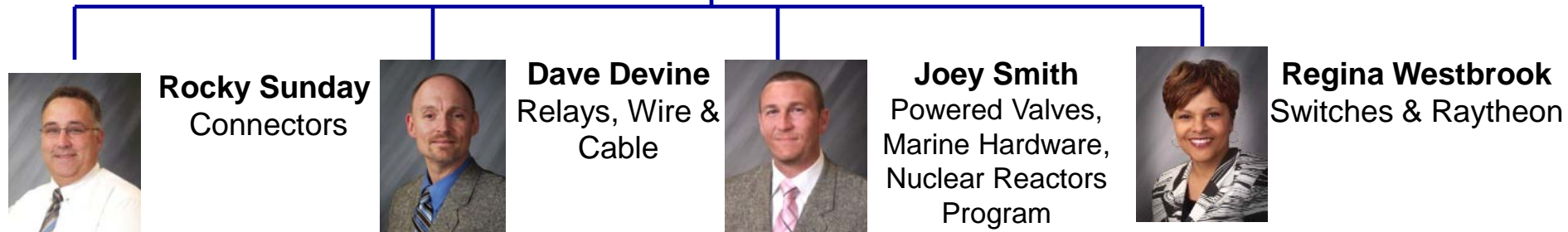
\$ 40,859,980



Electrical Devices Division



Rochelle Anderson
Division Chief



Top Federal Supply Classes

FSC Nomenclature

5930 Switches

5935 Connectors, Electric

4810 Valves, Powered

5945 Relays and Solenoids

2040 Marine Hardware and Hulling

Sales

\$ 138,870,394

\$ 103,220,318

\$ 93,982,109

\$ 80,110,712

\$ 19,829,393



Electronics, Pumps & Compressors Division



CDR Aaron Potter
Division Chief



Kathy Brewster
Antennas, Fuses &
Circuit Breakers



Brian Kennedy
Fire Control &
Fiber Optics



Latricia Wilson
Pumps &
Compressor

Top Federal Supply Classes

FSC Nomenclature

5985 Antennas, Waveguides & Related Equipment

4320 Power and Hand Pumps

4330 Centrifugal, Separators and Pressure & Vacuum Filters

Sales

\$ 172,899,671

\$ 93,765,811

\$ 60,218,582

Data is from a 12 month period: June 2009 through June 2010



Fluid Handling Division



Linda McCarty
Division Chief



Dave McGraw
Fittings



LCDR James Strauss
Flexible Hoses &
Tubing



Debbie Robinson
Pipes & Tubing

Top Federal Supply Classes

FSC Nomenclature

Sales

4730 Fitting and Adaptors

\$ 172,028,322

4720 Hose and Flexible Tubing

\$ 134,040,879

4710 Pipes and Tubing

\$ 94,619,811

Data is from a 12 month period: June 2009 through June 2010



Power Transmission & Hardware/Electrical Division



Diane Circle
Division Chief



Mike Rush
Motors & Mechanical Components



Chrissy Schall
Power Transmission Equipment



Karen Kramer
Hardware/
Electrical

Top Federal Supply Classes

FSC Nomenclature

6105/3010 Motors & Mechanical Components

3040 Power Transmission Equipment

5950 Hardware/Electrical

Sales

\$ 53,177,059 / 30,709,006

\$ 160,806,124

\$ 35,896,916

Data is from a 12 month period: June 2009 through June 2010



Strategic Material Sourcing Group (SMSG)



Kelly Vingle
Division Chief



Jeff Dixius



Kreston Harris



Nicole
Hammond-Mann

Mark Stanley

Mission: Strategic Material Sourcing Branches

Function:

- Determine optimal contracting strategy for Maritime Supply Chain NSNs
- Award long-term contracts including corporate and prime vendor contracts
- Maximize long-term coverage of strategic material sourcing (SMS) NSNs
- Execute contracting actions in support of SSAs and SCAs
- Determine groupings of NSNs for long-term contracts; review technical and quality data; perform contract administration on multi-NSN long-term contracts
- Optimize relationships with key suppliers through SRM



Supplier Support Division

Division Chief: David Glasscoe



Mission: Support for Maritime Supplier Operations

Function: Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, shipyard support, automated contracting, shared services, quality notification resolution and contract administration

Branch Chiefs:

AutoIDPOs, Emergency Buy Team (EBT), Procurement Automated Contracting Evaluation (PACE): Ed Wingo

Contract Administration: Stephanie McCormick and Kelly Penwell

Shared Services: David Anders

Contract Quality Management: Rick Lennon



Supplier Support Division

Branch Chief: Ed Wingo



Emergency Buy, PACE, & AutoIDPO Branch

Emergency Buy Team Supervisor – Paula Webb

Customer-Direct Buys for our customers' most urgent requirements

PACE & AutoIDPO Team Supervisor – Susan Knisley

Procurement Automated Contracting Evaluation (PACE):

Manage PACE automated solicitations and awards up to \$100,000

Automated Indefinite Delivery Purchase Orders (AutoIDPOs):

- AutoIDPOs are valid for up to two years or \$100,000.
- Manage solicitation and award of all AutoIDPO instruments



Supplier Support Division



Stephanie McCormick
Branch Chief



Kelly Penwell
Branch Chief

Contract Administration Branch

Post Award Supervisors - Sue Coyer, Myrtice Gray, Gary Meyer, Jeff West, Temika Morris and Hiram Maisonave

- Responsible for all post award issues related to existing contracts assigned to Maritime Supplier Operations. Proactively work delinquency, backorder and special project reports.
- The workload is assigned by state or cage code. SSA/SCA suppliers are assigned to specific administrators.
- Coordinate with supply planners, product specialists, resolution specialists, legal, DFAS, and DCMA to resolve issues.

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AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

