



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

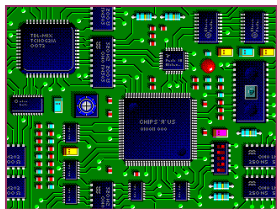
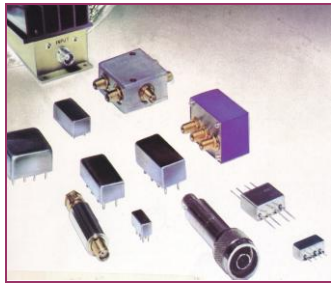


## 2011 DLA Industry Conference and Exhibition Break-Out Session

June 27 – 29 2011



# DLA Land and Maritime





# Agenda

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- Command Overview
- DLA Land and Maritime Overview
- Strategic Acquisition Programs Directorate (SAPD) Overview and Initiatives
- Resolution Specialist Overview, “How Do I Get Paid?”
- Got Quote/Let’s Talk Initiative
- Break-out/Story Boards



# DLA Land and Maritime Leadership Team



 Deputy Commander  
Mr. James McClougherty, SES



 Commander  
Darrell K. Williams, BG



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



 Chief of Staff  
COL Ryan Kivett, US Army  
Mr. Griff Warren, Deputy



# DLA 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



# DLA Maritime Supply Chain At a Glance

## Columbus/Philadelphia

**1.8 M Items**

**\$2 B Sales**

- Mechanical  
Pumps, Compressors, Valves,  
Hose & Tube, Fittings, Bearings,  
Packing & Gaskets
- Electrical  
Wire & Cable, Switches,  
Relays, Transformers,  
Antennas, Resistors  
Microcircuits

### By

**315K Contract Actions**

**Worth \$ 1.5B**

**836 Employees**

**22 Integrated Supplier Teams**

**3 Sites**

### From

**7,709 Suppliers who include  
Dealers and manufacturers**

## Mechanicsburg

### Primary Customer

Naval Supply Systems Command and Naval Inventory  
Control, Mechanicsburg PA

### Products Supported –Systems


Hull, Mechanical, and Electrical Surveillance


Communications Combat Systems Aviation Ground  
Support Equipment



# DLA Land Leadership Team



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

DLA Land Supplier Operations   
COL Christine Erlewine, USAF  
Mr. Ben Roberts, Deputy



DLA Land – Warren  
Ms. Ellen Davis  
Mr. Victor Vaughn

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

DLA Land – Aberdeen  
Mr. Doug Nevins  
Mr. Stephen Bianco



# DLA Land Supply Chain At a Glance

## Columbus/Philadelphia

**462K Items**

**\$2.2 B Sales**

**500K Contract Actions**

- Automotive Parts – Tracked and Wheeled Vehicles
- Batteries
- Tires and Tire Products
- Small Arms
- Miscellaneous Hardware

**5000+ Suppliers**

**Key SSA Vendors:**

**AM General**

**BAE**

**Anniston/Fairfield/Sealy**

**GDLS**

**Oshkosh Truck**

## Warren

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

### Products Supported:

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

## Aberdeen

Primary Customer

U.S. Army Communications-Electronics Command (CECOM) – CECOM will complete its move from Ft. Monmouth, NJ, to Aberdeen Proving Grounds, MD, Sep 2011.

### Products Supported – C4ISR Systems

- C4 – Command, Control, Communications, and Computers
- I - Intelligence
- S - Surveillance
- R - Reconnaissance





# Strategic Acquisition Programs Directorate (SAPD)



Procurement  
Operations at  
Warren,  
Mechanicsburg, and  
Aberdeen

Strategic Acquisition Programs Directorate  
Mr. Steve Rodocker



Acq Planning &  
Analysis Div  
Ms. Linda Kelly



Procurement  
Operations Div 1  
Ms. Rochelle Anderson



Procurement  
Operations Div II  
Ms. Kelly Vingle

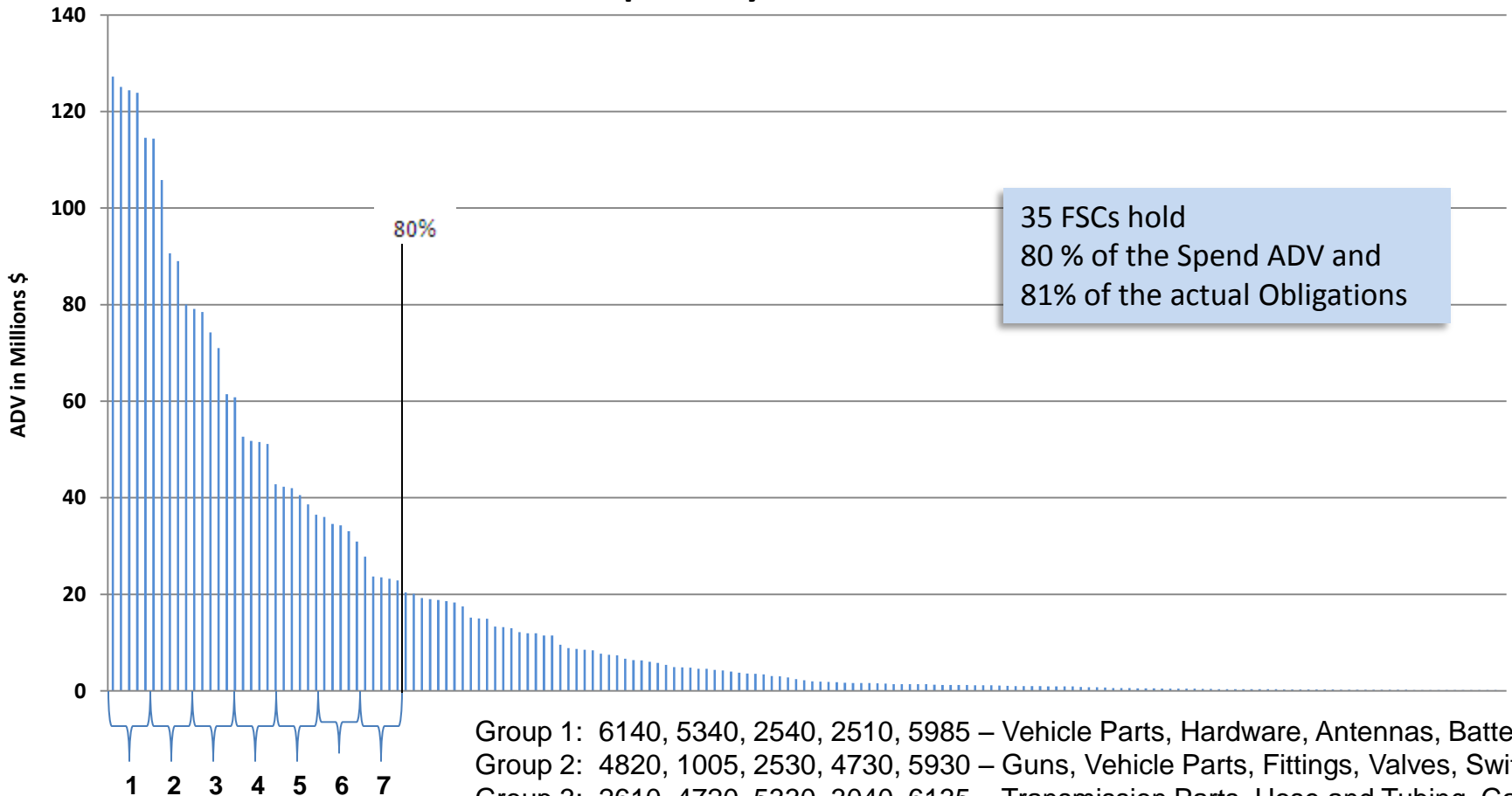


Procurement  
Operations Div III  
Mr. Jeffrey Spratt



# Spend Analysis by Federal Supply Class (FSC)

## FSC Spend by ADV APR 11



- Group 1: 6140, 5340, 2540, 2510, 5985 – Vehicle Parts, Hardware, Antennas, Batteries
- Group 2: 4820, 1005, 2530, 4730, 5930 – Guns, Vehicle Parts, Fittings, Valves, Switches
- Group 3: 2610, 4720, 5330, 3040, 6135 – Transmission Parts, Hose and Tubing, Gaskets
- Group 4: 5935, 4810, 5965, 4320, 2590 – Pumps, Valves, Connectors, Headsets
- Group 5: 2620, 6130, 5945, 2520, 4710 – Transmission Parts, Pipes, Relays, Convertors
- Group 6: 2910, 4330, 1095, 5998, 6110 – Engine Components, Filters, Electronic Parts
- Group 7: 2815, 6145, 5999, 6625, 2920 – Vehicle Parts, Electronics, Engine Components



# DLA Land and Maritime

## Strategic Material Sourcing (SMS) Plan FY11-13

Sourcing Approach	FY11				FY12				FY13			
	Quarter				Quarter				Quarter			
	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
Commodity Support Plan (CSP)		 FSCs 5961/2	 FSC 4710	 TSI   FSCs 5961/2		 FSC 4730   FSC 25--Hubzone   FSC 25--SDVOSB	 FSC 5935   FSC 5930	 FSC 2540   FSC 5935   FSC 2590	 FSC 2510   FSC 4720   FSC 5340	 FSC 4720   FSC 4820   FSC 1005	 FSC 4720   FSC 5340   FSC 1005	 FSC 6135   FSC 6140   FSC 3040
Weapon System		 FASI-G+		 FASI-G+	 MRAP LTC	 FASI-G+	 MRAP LTC	 FASI-G+		 FASI-G+		
Customer		 MRAP LTC		 MRAP LTC	 IPV-TYAD	 MRAP LTC	 MRAP LTC	 MRAP LTC				
LTCs – New Contracts		432				457				436		
LTCs – Renewals		322				360				366		
<b>SMS Growth-New Total ADV (Millions)</b>		<b>\$98.6</b>				<b>\$96.2</b>				<b>\$92.5</b>		

**Total Land and Maritime ADV SMS LTC Coverage End of FY11 = \$1.04 B**

*LTCs still key to leveraging automation...  
Award new LTCs and sustain contract renewals*



# Office of Small Business Programs



Vikki Hawthorne  
Associate Director  
DLA Land and Maritime

Staff of 10:  
Columbus (7)  
Warren (1)  
Mechanicsburg (1)  
Aberdeen (1)

Business Counseling Center  
TKO Seminars  
Manufacturing Capability Briefings  
DIBBS Help Desk

## Focus Areas:

- Provide Enhanced Warfighter Support Through Industrial Base Expansion of Viable Small Business Suppliers
- Ensure Small Business Community has a Fair Opportunity in the Acquisition Process
- Advise Acquisition Personnel on all Socioeconomic Programs
- Educate Small Business on 'Doing Business With DLA'

## Key Customers/Suppliers/Stakeholders:

- Military Customers
- Small Business and Socioeconomic Program Community
- Support DLA Land and Maritime Supply Chains, DLR Detachments and Shipyards



# Resolution Specialist / Vendor Education

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- Payment is made based on the latter date of the receipt of a valid invoice or 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)

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### 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)

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- #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)

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- #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)

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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)

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- 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
- Recommend placing the shipment commercial tracking numbers in WAWF Receiving Report



## Resolution Specialist / Vendor Education (Cont)

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- <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



# Got Quote?



**Ashley  
Thompson**



**Patrick  
Hayden**

- Fill Requirements -Increase Supplier Interaction
- Initiative from 2010 Supplier's Conference
  - Marine Hardware & Powered Valves
  - Small Scope/Big Payoff
- Lessons Learned
  - Unexpected Interaction
  - Information Changes Quickly
  - Refine List of Requirements
  - Push Information Earlier



# Got Quote?

- Expanded Across DLA Land and Maritime
- Actionable List of Requirements
- Established Process for Business Transactions
  - **DLA Land and Maritime Supplier Operations Booth**
  - Submit Quote – Quote Sheets Supplied
  - Award/Status
- Contact –
  - Patrick Hayden – Cell: 614-623-3866
  - Ashley Thompson – Cell: 614-623-3862
- Questions?



# Customers' Views of the Future

## Land

- USMC Industrial funding stable FY08-12 at approx \$400M
  - But redeployment of equipment from OEF to OIF has deferred Reset
  - **\$7B deficit**
- Responsible drawdown of OEF
- Army Tactical Wheeled Vehicle Strategy
  - MRAP and JLTW Program futures uncertain
- **Army Depot programs from \$4.0B in 2010 to \$2.3B in 2012**
- **Army Reset programs from \$8.7B in 2010 to \$4.5B in 2012**
- Bradley, Abrams, Stryker, M777 end production by 2013
- CLS Affordability Concerns
  - Stryker and RCV
- Full spectrum of conflict training
  - Vice COIN focus
  - HBCTs to NTC

## Maritime

- 284 ship fleet vs. 313 goal
  - 75% of goal in fleet today
  - Must maintain Op Readiness
  - Decomms include: LHA, SSN, FFG, LPD, AE
  - Comms include: VA, CVN, DDG, LCS, etc.
- **Littoral Combat Ship (LCS) centerpiece of Fleet Modernization Strategy**
  - 55 Hulls by 2035 (24 funded)
  - Two Hull configurations
  - Organic support via DLA vice CLS
- Navy Shipyard Direct Non Labor Funding from \$673M in FY10 to \$619M in FY13
- **Fleet Operations funding reduced**
  - **Repair parts funded between 33% and 58%**
  - **Steaming Days decrease 19% in FY13**
- Increased reliance on DLA



# Supplier Requirements Visibility Application (SRVA)

- Provides 24 months of Sale Forecasts.
- There are 3 search options: HTML, Spreadsheet, or Delimited.
- Information can be obtained by entering a NIIN or FSC.
- Must be a registered DIBBS user.
- Can be located on the DIBBS website:  
<https://www.dibbs.bsm.dla.mil/>



# Story Board Charts





# DLA Land and Maritime Philadelphia

**Roger Dixon**  
Director



**Frank Madeja**  
Deputy Director



**Michael Tarkett**  
Division Chief



**Rene King**  
Division Chief



**Ruth Herman**  
Division Chief

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
5330 Packing and Gasket Materials	\$ 75,105,312	7,784,170	\$157,164,207
5331 O-Rings	\$ 8,984,530	6,046,092	\$ 7,616,353
5355 Knobs, Dials and Pointers	\$ 3,957,146	178,111	\$ 2,689,128
5340 Miscellaneous Hardware	\$271,510,721	18,629,402	\$ 6,253,568

*\*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created*

*\*\*Data is from a 12 month period: April 2010 through April 2011*



# Active Devices Division



**David McGraw**  
Division Chief



**Lisa Ohl**  
Electronic  
Assemblies and  
Transformers



**Evan Baisden**  
Micocircuits &  
Semiconductors  
DMS



**Anthony Carrico**  
Non-Powered Valves

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data *</u>	<u>2 Year Value of FSC</u>
4820 Valves, Non-Powered	\$ 132,174,980	2,496,376	\$462,603,645
5998 Electrical and Electronic Assemblies	\$ 34,687,202	38,405	\$ 27,646,107
5960 Electron Tubes and Associated Hardware	\$ 24,031,496	15,348	\$ 16,227,977

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# Electrical Devices Division



**Anita Luich**  
Division Chief



**Rocky Sunday**  
Connectors



**Dave Devine**  
Relays, Wire  
& Cable



**Stephanie McCormick**  
Powered Valves,  
Marine Hardware,  
Nuclear Reactors  
Program



**Regina Westbrook**  
Switches & Raytheon

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data *</u>	<u>2 Year Value of FSC</u>
5930 Switches	\$ 74,491,904	547,036	\$64,071,007
5935 Connectors, Electric	\$ 58,403,934	36,168,175	\$63,133,278
4810 Valves, Powered	\$ 52,867,223	117,414	\$54,677,454
5945 Relays and Solenoids	\$ 43,307,003	297,902	\$32,812,163
2040 Marine Hardware and Hulling	\$ 18,875,829	44,430	\$11,402,589

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\*\* Data is from a 12 month period: April 2010 through May 2011



# Electronics, Pumps & Compressors Division



**CDR Jonathan Holsinger**  
Division Chief



**Kathy Brewster**  
Antennas, Fuses &  
Circuit Breakers



**Brian Kennedy**  
Fire Control &  
Fiber Optics



**Latricia Wilson**  
Pumps &  
Compressor

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
5985 Antennas, Waveguides & Related Equip	\$ 105,275,057	459,706	\$121,862,978
4320 Power and Hand Pumps	\$ 56,081,503	129,833	\$ 57,777,627
4330 Centrifugal , Separs, Presure & Vacuum Fils\$	38,707,577	1,032,368	\$ 37,496,078

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\*\* Data is from a 12 month period: April 2010 through May 2011



# Fluid Handling Division



**Linda McCarty**  
Division Chief



**Deena Griffith**  
Fittings



**LCDR Alex Wallace**  
Flexible Hoses &  
Tubing



**Debbie Robinson**  
Pipes & Tubing

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
<b>4730 Fitting and Adaptors</b>	<b>\$ 89,276,754</b>	<b>4,467,654</b>	<b>\$83,189,323</b>
<b>4720 Hose and Flexible Tubing</b>	<b>\$ 79,862,658</b>	<b>2,515,879</b>	<b>\$69,775,820</b>
<b>4710 Pipes and Tubing</b>	<b>\$ 40,989,532</b>	<b>1,877,197</b>	<b>\$37,264,518</b>

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\*\* Data is from a 12 month period: April 2010 through May 2011



# 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

<u>FSC Nomenclature</u>	<u>Obligations **</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
6105/3010 Motors & Mechanical Components	\$ 38,416,925	77,608	\$28,947,095
3040 Power Transmission Equipment	\$ 63,040,097	544,020	\$90,900,198
5950 Hardware/Electrical	\$ 23,973,519	65,675	\$18,407,501

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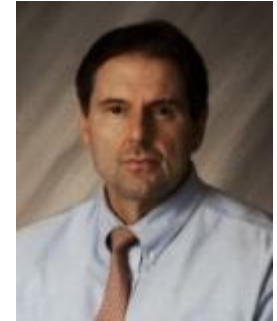
*\*\* Data is from a 12 month period: April 2010 through May 2011*



# Supplier Support Division

## Division Chief: David Glasscoe

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**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): Kelly Penwell

Contract Administration: Acting Myrtice Gray and Acting Jeff West

Shared Services: David Anders

Contract Quality Management: Rick Lennon



# Supplier Support Division

## Branch Chief: Kelly Penwell

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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

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Myrtice Gray  
Branch Chief  
(Acting)



Jeff West  
Branch Chief  
(Acting)

## 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.



# Tactical Vehicle Support Division



**Denise Pennington**  
Division Chief



**Ken Abrams**  
Vehicle Support  
Team I



**Janice Harrell**  
Vehicle Support  
Team II



**Sherry Wellmer**  
MRAP

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
<b>2510 Vehicle Cab, Body &amp; Frame Structural Comp</b>	<b>\$96,532,776</b>	<b>361,522</b>	<b>\$121,152,592</b>
<b>2540 Vehicle Furniture &amp; Accessories</b>	<b>\$65,392,054</b>	<b>1,257,017</b>	<b>\$131,669,526</b>
<b>2530 Vehicle Brake, Steer Axle, Wheel &amp; Track Comp</b>	<b>\$63,868,863</b>	<b>919,718</b>	<b>\$ 84,209,377</b>
<b>2520 Vehicle Power Transmission Components</b>	<b>\$25,539,463</b>	<b>276,211</b>	<b>\$ 29,484,247</b>

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*\*\*Data is from a 12 month period: April 2010 through May 2011*



# Batteries/Tires Division



**Dan McGrath**  
Division Chief



**John Lidonnice**  
Batteries Team



**Phil Ludwig**  
Tires Team

## Top Federal Supply Classes

<u>FSC Nomenclature</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of FSC</u>
6140 Batteries, Rechargeable	\$151,689,871	1,046,595	\$159,782,419
2610 Tires & Tubes, Pneumatic, Except Aircraft	\$111,210,773	427,713	\$168,322,221
2620 Tires and Tubes, Pneumatic, Aircraft	\$ 65,184,836	132,215	\$ 77,890,633
6135 Batteries, Nonrechargeable	\$ 36,234,194	49,020,404	\$311,747,241

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\*\* Data is from a 12 month period: April 2010 through May 2011



# Combat Vehicle Support Division



**Linda K. Johnson**  
Division Chief



**Renee Magill**  
Armament Team



**Kristin Stober**  
Engines Team



**Bob Heine**  
Combat Tracked  
and Wheeled  
Vehicles Team

## Top Federal Supply Classes

<u>FSC Nomenclature</u> <u>FSC</u>	<u>Obligations**</u>	<u>SRVA Data*</u>	<u>2 Year Value of</u>
1005 Guns, thru 30 mm	\$85,994,029	37,067,519	\$351,334,380
2540 Vehicle Furniture & Accessories	\$56,024,371	1,257,017	\$131,669,526
2910 Engine Fuel Sys Comp, Except Aircraft	\$33,235,823	919,503	\$ 42,008,282
1095 Miscellaneous Weapons	\$26,378,289	357,937	\$ 24,244,642

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\*\* Data is from a 12 month period: April 2010 through May 2011



# Supplier Support Division



**Kendall Cottongim**  
Division Chief



**Tanya Merritt**  
Shared Services



**Emily Ferrante**  
Post Award



**MAJ Eric Rodino**  
Program Management



**T. J. Maul**  
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



**Emily Ferrante**  
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



**MAJ Rodino**  
Industrial Program  
Branch



**TJ Maul**  
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





# DLA Land - Warren



**Mrs. Ellen Dennis**  
Director



**Mr. Victor Vaughn**  
Deputy Director

## Mission

Provide our customers with exceptional contracting services.

## Primary Customer

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

## Products Supported

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

To provide comprehensive acquisition business solutions that support America's Warfighters.

## Primary Customer

U.S. Army Communications-Electronics Command (CECOM) – CECOM will complete its move from Ft. Monmouth, NJ, to Aberdeen Proving Grounds, MD, Sep 2011.

## Products Supported – C4ISR Systems

C4 – Command, 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)*



# DLA Maritime - Mechanicsburg



Mr. Robert Taylor  
Director

## Mission

Provide full life-cycle contracting expertise and execution for the acquisition of any depot level reparable items assigned for procurement action to DLA Maritime at Mechanicsburg

## Primary Customer

Naval Supply Systems Command and Naval Inventory Control, Mechanicsburg PA

## Products Supported –Systems

Hull, Mechanical, and Electrical  
Surveillance

Communications

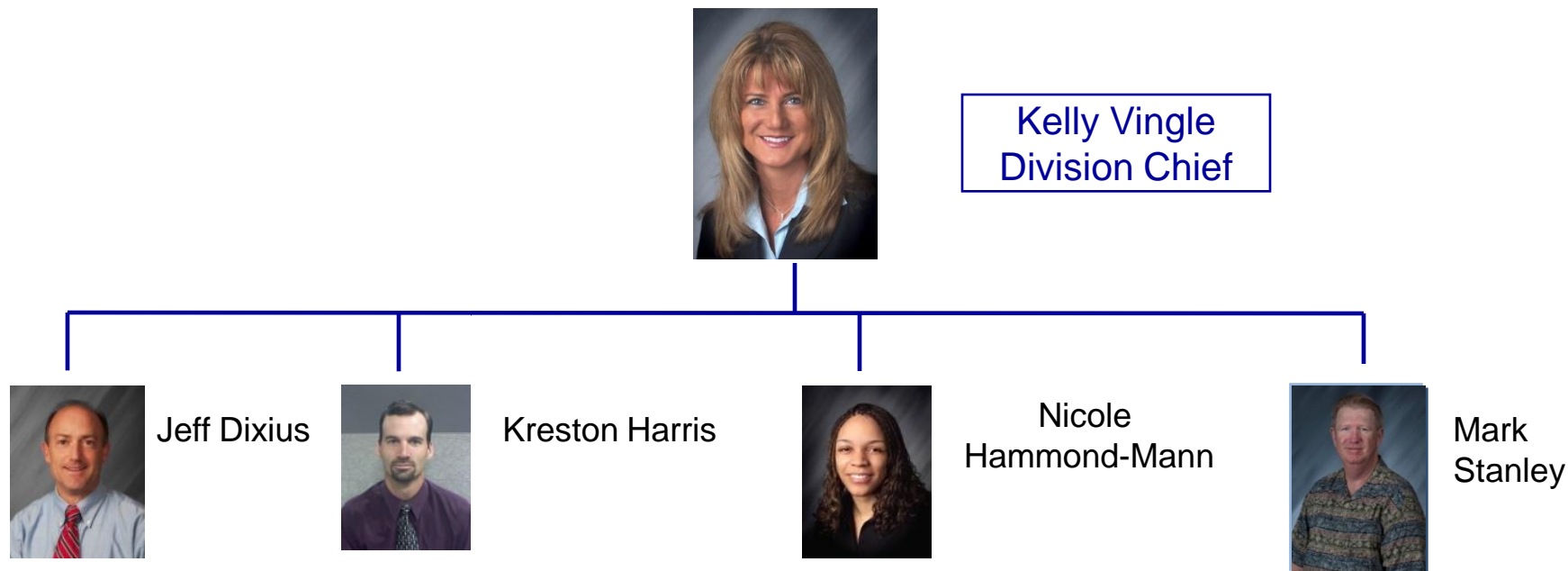
Combat Systems

Aviation Ground Support Equipment

*We were established in 2008 as a result of the BRAC 2005 Decision to consolidate DoD **Depot Level Reparable Procurement** within a single agency (DLA)*



# Strategic Material Sourcing Group (SMSG)



**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



# Acquisition Execution



Rochelle Anderson  
Division Chief



Bill Winegarner  
Procurement



Charles Sharp  
Tailored  
Support



Lori Archibald  
Long Term  
Contracts



Tom  
Bunnell  
MRAP LTC

- 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



# 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
- Colfax
- Dresser-Rand
- GDLS
- GDLS – Canada (through CCC)
- Oshkosh Truck
- Raytheon
- York

## Supply Chain Alliances:

- BAE-Fairfield
- BAE-Sealy
- Badger Truck

## Supply Chain Alliances:

- BTMC
- Caterpillar
- Crane
- Cummins Engine
- Facet / CLARCOR
- FN Manufacturing
- JGB Enterprises
- Kampi Components
- Penn Detroit Diesel
- Rockwell Collins
- SAIC
- Textron Marine & Land Systems
- Wheeler Brothers



# DLA Land & Maritime FSC Projects

## Target Dates and Values

FSC	Quarter	FY	Grouping Name	NSN Count	Annual Demand Value
4710	3rd	2011	Pipe and Tube	1079	\$13.4M
5961/2	4th	2011	Unrestricted	1000	\$8.0M
4730	2nd	2012	Fittings B-E Set-Aside and Unrestricted	605	\$1.9M
25--	2nd	2012	Vehicular Components- Hubzone	48	\$1.3M
25--	2nd	2012	Vehicular Components- SDVOSB	40	\$700K
5930	3rd	2012	Switches QPL 1	189	\$1.5M
5935	3rd	2012	Connectors - QPL 1	1208	\$1.1M
2590	3rd	2012	Vehicular Components-belts, covers & cushions	107	\$1.0M
2540	4th	2012	Misc Vehicular Hardware	207	\$5.7M
5935	4th	2012	Connectors - QPL 2	160	\$1.7M
2590	4th	2012	Vehicular brackets, plates, supports, etc	175	\$1.7M
4720	1st	2013	Hoses 1	488	\$7.7M
5340	1st	2013	Hardware 1	909	\$4.6M
2510	1st	2013	Vehicular body parts	160	\$3.0M
4720	2nd	2013	Hoses 2	400	\$6.1M
1005	2nd	2013	Gun parts 1	123	\$5.2M
4820	2nd	2013	Valves 1	189	\$4.3M
1005	3rd	2013	Gun Parts 2	89	\$3.9M
4820	3rd	2013	Valves 2	135	\$3.2M
4720	3rd	2013	Hoses 3	356	\$2.9M
5340	3rd	2013	Hardware 2	595	\$2.9M
6135	4th	2013	Nonrechargeable Batteries	25	\$5.1M
3040	4th	2013	Power Transmission Equipment	407	\$4.1M
6140	4th	2013	Rechargeable Batteries	29	\$3.5M

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

