



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

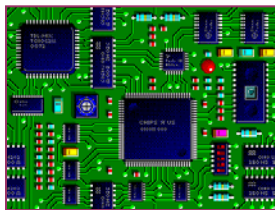
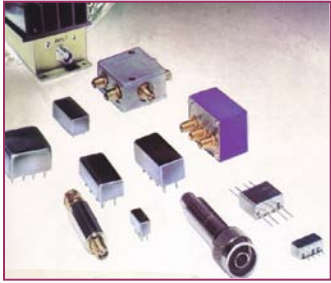


NDIA Supply Chains Conference and Exhibition Featuring Defense Logistics Agency (DLA) Land and Maritime Breakout Session

June 11-13, 2012



DLA Land and Maritime





Agenda



- Command Overview
- DLA Land and Maritime Supplier Operations Overview
- Strategic Acquisition Programs Directorate (SAPD) Overview
- Resolution Specialist Overview, “How Do I Get Paid?”
- PACE Overview (Procurement Automated Contracting Evaluation)
- Operation Full Press – “Seeking Vendor Participation”
- SRVA (Supplier Requirements Visibility Application)
- Break-out/Story Boards



DLA Land and Maritime Leadership Team



Deputy Commander
Mr. James McClougherty, SES



Commander
Darrell K. Williams, BG



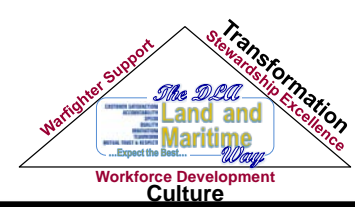
**Executive Director,
Contracting & Acquisition
Management**
Mr. Milton K Lewis, SES




Chief of Staff
Mr. Griff Warren, Deputy



DLA Land Leadership Team




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



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

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



DLA Land Supply Chain At a Glance



Columbus

268 K Items

\$2.3B Sales

422 K Contract Actions

- Automotive Parts,
Tracked and Wheeled
Vehicles
- Batteries
- Tires and Tire Products
- Small Arms

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:

Army Systems:

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

Aberdeen

Primary Customer :

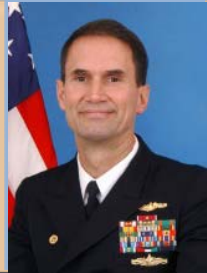
U.S. Army Communications-Electronics Command (CECOM) – CECOM completed its move from Ft. Monmouth, NJ, to Aberdeen Proving Grounds, MD, Sep 2011.


Products Supported – C4ISR Systems

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



DLA Maritime Leadership Team



 **Maritime Supplier Ops**
CAPT James Dolan, USN
Ms. Patricia Shields
CDR Jonathan Holsinger, Deputies 



DLA MARITIME
Mechanicsburg
Mr. Brian Watkins



DLA Maritime Supply Chain At a Glance



Columbus

1.58 M Items

\$1.9 B Sales

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

230K Contract Actions

Worth \$ 1.3B

775 Employees

19 Integrated Supplier Teams

2 Sites

**4276 Suppliers comprised of
Dealers and Manufacturers**

Mechanicsburg

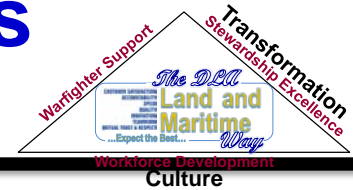
Primary Customer

Naval Supply Systems Command and NAVSUP
Weapon System Support, Mechanicsburg PA

Products Supported –Systems

Hull, Mechanical, and Electrical Surveillance
Communications Combat Systems Aviation Ground
Support Equipment

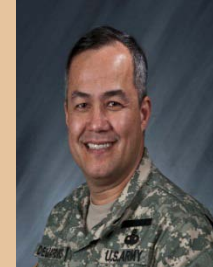
Strategic Acquisition Programs Directorate (SAPD)



Deputy Director
Ms. Kelly Vingle



Strategic Acquisition Programs
Directorate
Mr. Steve Rodocker



Deputy Director
LTC Andrew DesJardins, USA



Acq Planning &
Analysis Div
Ms. Linda Kelly



Procurement
Operations Div I
Ms. Rochelle
Anderson



Procurement
Operations Div II
Mr. Kreston Harris



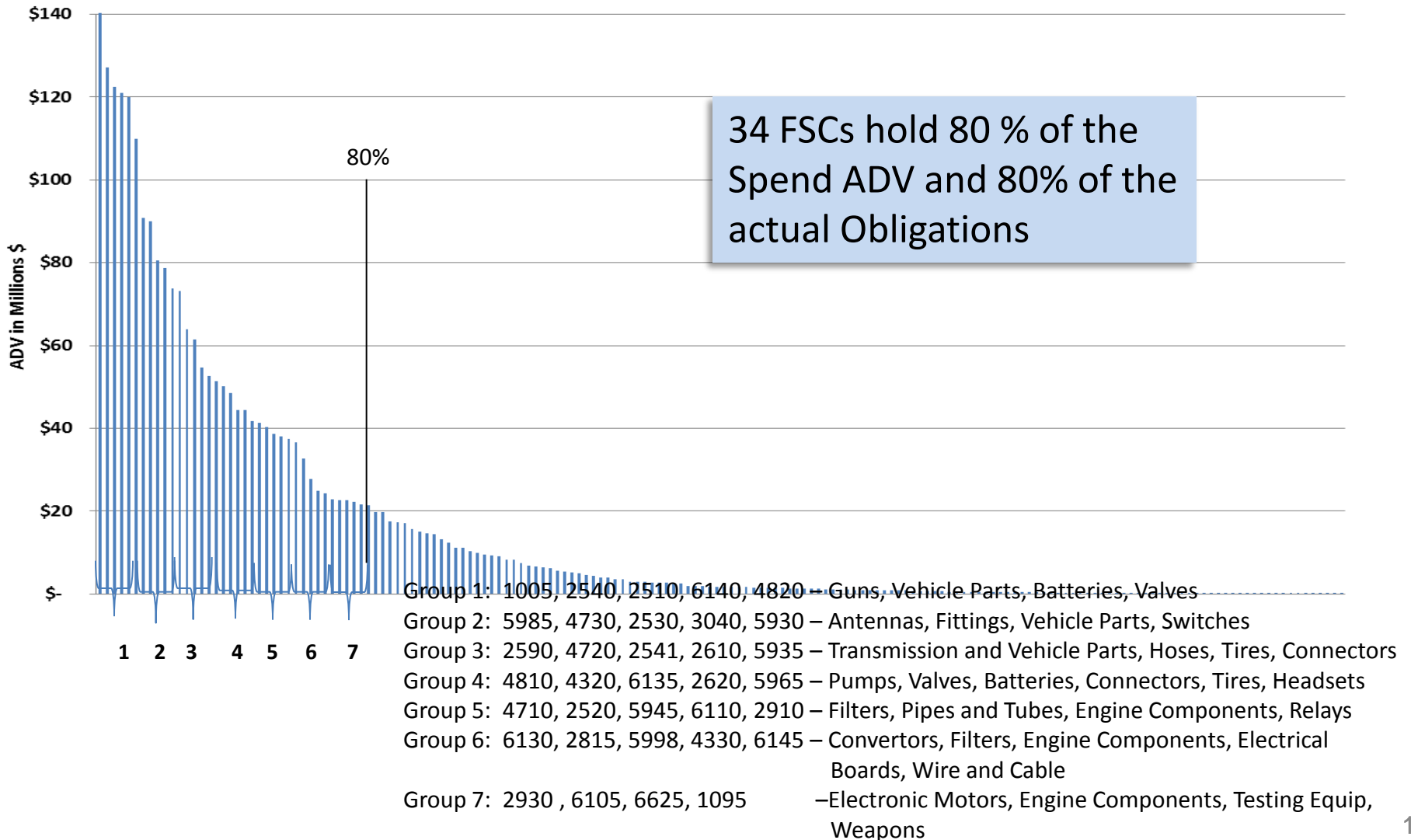
Procurement
Operations Div III
Mr. Jeffrey Spratt



Spend Analysis by Federal Supply Class (FSC)



FSC Spend by ADV APR 12





DLA Land and Maritime Strategic Material Sourcing (SMS) Plan FY12-14



Sourcing Approach	FY12 Quarter				FY13 Quarter				FY14 Quarter			
	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
Commodity Support Plan (CSP)	<ul style="list-style-type: none"> - FSC's 5961/2 - FSC 4730 	<ul style="list-style-type: none"> - FSC 2510 - FSC 25-- Hubzone - FSC 25-- Belts, Covers - FSC 5935 	<ul style="list-style-type: none"> - FSC 4730 - FSC 25-- SDV0SB 	<ul style="list-style-type: none"> - FSC 2540 - FSC 2590 - FSC 5935 	<ul style="list-style-type: none"> - FSC 4720 - FSC 4710 	<ul style="list-style-type: none"> - FSC 5340 - FSC 5945 Relays (QPL 1) - FSC 5945 Relays (QPL 2) 	<ul style="list-style-type: none"> - FSC 4720 - FSC 4710 	<ul style="list-style-type: none"> - FSC 1005 Gun Parts - FSC 4720 - FSC 4820 	<ul style="list-style-type: none"> - FSC 4820 - FSC 5340 	<ul style="list-style-type: none"> - FSC 3040 - FSC 4720 - FSC 5985 	<ul style="list-style-type: none"> - FSC 3040 - FSC 6135 - FSC 6140 	<ul style="list-style-type: none"> - FSC 4720 - FSC 4710 - FSC 5985 - FSC 25--Veh Parts
Weapon System	MRAP	MRAP	- MRAP	- MRAP	FAS-G+	- MRAP	- MRAP	FASI-G+				
Customer			-TSI	-IPV-TYAD								

PROJECT PIPELINE	PROJECTS 390	ADV \$459M	NIINs 17,008
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PBL Opportunities	Supported System	Document	DLA Role	Support Scope	Associated Parties
800 and 1100 ton A/C Plants and Chlorinators	CVN 76, 77 800 ton A/C plants and chlorinators, CVN 78 1100 ton A/C plants and chlorinators	Contract	Contracting Auth.	TBD	DLA/PEO Carriers/Contractor TBD
LCS	Littoral Combat Ship Flight 0	Depot Agreement/PBA	Depot Partnership Parts Support	Parts Integrator Depot Support	DLA/PMS 378/ Austal/ Lockheed Martin

LTCs still a key to improving customer support and lowering operational and material costs.



DLA Land and Maritime FY11, FY12, and FY13 Joint Opportunities



Contractor	DLR NSNs	DLR ADV	Cons. NSNs	Cons. ADV	Status / Comments
L-3	8	\$ 5.2M	3	\$ 159K	Awarded 5-Year IDIQ – March 2011
Thales	5	\$ 8M	42	\$ 12.7M	Target Award Date – July 2012
Harris	12	\$ 9.3M	89	\$ 11M	Target Award Date – July 2012
LRAS 3-Raytheon	31	\$29M	78	\$ 3.1M	Target Award Date – February 2013



Why Are Resolution Specialists Involved?



“Why Don’t I Get Paid?”

- 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
- When there’s a problem, the Resolution Specialist Investigates!



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



Other Tips and Suggestions



- 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 shipment commercial tracking numbers in Wide Area WorkFlow (WAWF) Receiving Report



Helpful Websites



- <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 WAWF

POCs: Stephen.F.Byus@dla.mil: (614) 692-9453
Angela.Wood@dla.mil: (614) 692-5271



Procurement Automated Contract Evaluation (PACE) 2nd Look Team Overview

Ms. Kelly Penwell



PR Processing Using DIBBS (DLA Internet Bid Board System)



- PR is generated by supply and shows in the buyer of record's workload for the 14 day solicitation period
 - **85 % of Small Purchases are Auto-Solicited**
- PACE system attempts to award fully-automated
 - Fast PACE
- Buys not fully awarded on original closing date may go to:
 - Buyer of Record
 - Auto extend
 - 2nd Look Team



PR Processing Using DIBBS (DLA Internet Bid Board System)



- **2nd Look Award** – PACE Team Buyer evaluates system-proposed award, gets additional info if needed, and makes award to same vendor the program proposed (“V” in 9th Position of PIIN Award Number)
- **3rd Look Award** – PACE Team Buyer evaluates system-proposed award, and determines that it is in the best interest of the Government to award to a different vendor than the program proposed (“MV” in 9th and 10th Position of PIIN Award Number)
- **PACE Rejected PRs** – PRs that the PACE Team cannot make a “fast” decision on the awardee (tech issues, pricing problems, etc.), and rejects and reassigns the PR to the floor buyer of record (“M” in 9th Position of PIIN Award Number)



Questions?



Points of Contact - Kelly.Penwell@dla.mil : (614) 692-9003
Susan.Knisley@dla.mil : (614) 692-1274



Land and Maritime Operation Full Press



- What: Response to DLA Director's Challenge to:
 - ✓ Reduce Backorders
 - ✓ Reduce Aged PRs
 - ✓ Improve Material Availability
 - ✓ Reduce Costs
 - ✓ 100% On-Time Delivery
- How You Can Help:
 - Expedite Quote Response Time
 - **Sharpen Your Pencil!**
 - Target Population: 15,000 PRs
 - Execution Timeframe – 30 days
 - Submit Quote to Mailbox Operationfullpress@dla.mil
 - Contact Heather Testa and Ashley Riesbeck



***Big Ideas: Delight our Customers
Be Smart Buyers of the Right Stuff
Improve Process and Productivity***



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/>



Open Dialogue

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