CORONA DIVISION
NAVAL SURFACE WARFARE CENTER

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MAKING SEA POWER 21 A REALITY
Focus

Money IS even tighter
  – War efforts
  – Natural disasters

A New Approach

• Proactive
  – Upfront and early insight

• Effective
  – Cost Less than the “way we’ve always done it”

• Partnership
  – Give and Take, share risk
• Assistant Secretary of the Navy (RD&A) DMSMS Management Guidance of 27 Jan 2005 (SSB recognized)

• Deputy Assistant Secretary of the Navy for Logistics (DASNL) Memorandum of 20 Aug 2004 update to NAVSO P-3692. (DMSMS Update)

  • Performance Base Logistics: Purchasing Using Performance Based Criteria. (PBL Metrics)
  • Microelectronics Strategic Management. (Emphasizes importance of microelectronics)

• NAVSO P-3692: Independent Logistics Assessment Handbook of December 2003. (Established Detailed ILA Requirements)

• SECNAVINST 5000.2C: Implementation of Operation of the Defense Acquisition System and the Joint Capabilities Integration and Development System. (Systems Engineering Requirements)

• SECNAVINST 4105.1A: Independent Logistics Assessment and Certification Criteria. (Implementation of ILA Requirements)
TOP 10 Ways to Deal with COTS Obsolescence Mgmt

10. Let the Contractor Take Care of it
9. Survey the COTS Manufacturers
8. Make Life-Type-Buys
7. Redesign…that’ll fix it
6. Reverse engineer it
5. Technology Refresh
4. e-Bay® (aftermarket)
3. Let’s cannibalize!
2. Let’s find an Alternate
1. Worry about it later
SSB Success Example #1

CWCEC: SVME-166-177-VX Single Board Computer

- Ship Control System
- 119 Required @ $8.3K
- Life-Type Buy Cost: $1M

SSB Solution $25K in components

Upfront Cost Avoidance: ~$1M
SSB Success Example #2

BEI: MT40D-X-HSS8192N & 512N Encoders

- Weapons Handling System
- 356 @ $5K and 110 @ $7K Required
- Life-Type Buy Cost: $2.6M

SSB Solution $32K in components

Upfront Cost Avoidance: ~$2.6M
SSB Success Example #3

Radstone: PMCGA2-201 Graphics Board

- Ship Control System
- 35 Required @ $4.1K
- Life-Type Buy Cost: $143.5K

SSB Solution $17K in components

Upfront Cost Avoidance: ~$125K
SSB Success Example #4

DAICO Industries: CSWA9077 Switched Attenuator

- “Top Hat” Assembly
- 56 Required @ $1.4K
- Life-Type Buy Cost: $78K

SSB Solution $5K in components

Upfront Cost Avoidance: $73K
Qualitative Successes

- RD Instruments
- North Atlantic Industries
- Curtiss-Wright DY-4
- Agilent
- SBS Technologies
Sunset Supply Base

Process

- Programs Disconnected from COTS manufacturers
- Limited access to technical and market data needed to manage obsolescence

SSB - Bridging the Gap
Before SSB....

Limited COTS Information

OEM: Curtiss-Wright
PN: SVME-166-117
Description: Single Board Computer
SSB is an Independent Government Agency
- No business threat
- Non disclosure agreements are signed
- Single POC to OEMs

OEM Partners
- CURTISS WRIGHT Controls, Inc.
- HP
- PENTEK
- RADSTONE
- WATEK POWER
- Voiceboard Corporation
Sunset Supply Base Obsolescence Analysis

With SSB.... We Know the
- Part number
- Component Manufacturer
- Quantities per Board

Proactive Obsolescence management
Sunset Supply Base
Obsolescence Analysis

- Still Produced
- No Actions

- No longer produced
- Action Required
- Alternative components available

- No longer produced
- Immediate Action Required
- No alternatives exist
Sunset Supply Base Obsolescence Analysis

- Still Produced
  - No Actions

- No longer produced
  - Action Required
  - Alternative components available

- No longer produced
  - Immediate Action Required
  - No alternatives exist

Proactive Obsolescence management
• Obsolescence issues are reported to the support team
• Provides new information critical to selecting the RIGHT support strategy
  – Life of Type Buy
  – Alternate
  – SSB
  – Combination

A Better Decision
Sunset Supply Base Process

- OEM Agrees to continue production & repair
- Components are purchased

Acquisition Support Team

Buy CCA If or When Needed
Sunset Supply Base Process Summary

Parts Obsolescence Report

COTS Component Information

Buy Required Components and Shelve

Acquisition Support Team

OEM Partners

CURTISS-WRIGHT Controls, Inc.
RD Instruments
PENTEK
RADSTONE
VA TECH POWER
BEI RAMIX
Voiceboard Corporation
SSB Summary

- Configuration Management
- Less Cost
- Stable Logistical support
- Technology Insertion Planned NOT REACTIVE
- Allows Continued Production of COTS Item
- Fleet Supportability & Availability
- Long Term Relationship with COTS Manufacturers

Proactive Effective Partnership
Life of type buy...$1M

Redesign...$3M

Saving money and achieving long-term support...Priceless
Happy Holidays & Happy New Year!

From our Family to yours...we wish you a Happy and Safe Holiday Season.