



## 2006 DOD DMSMS Conference



# DLA's Customer & Supplier Collaboration Program

### Customer Collaboration

- What it is
- Benefits
- Current Users
- Sample Demand Data Exchange
- Customer Collaboration Worksheet
- What is needed to get started

### Supplier Collaboration

- What it is
- Benefits
- Supplier Collaboration Worksheet
- What is needed to get started

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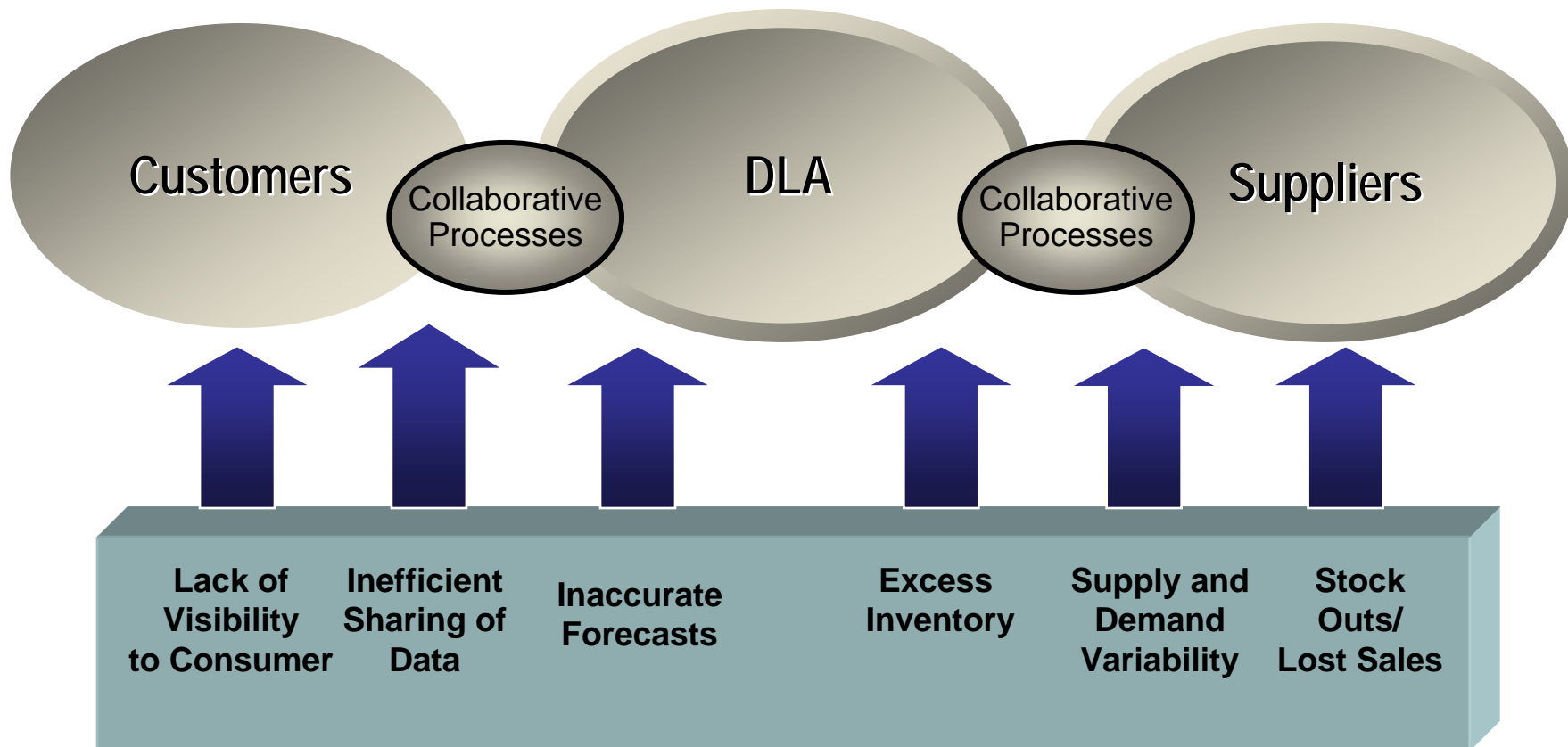
13 June 2006



# Collaboration Overview

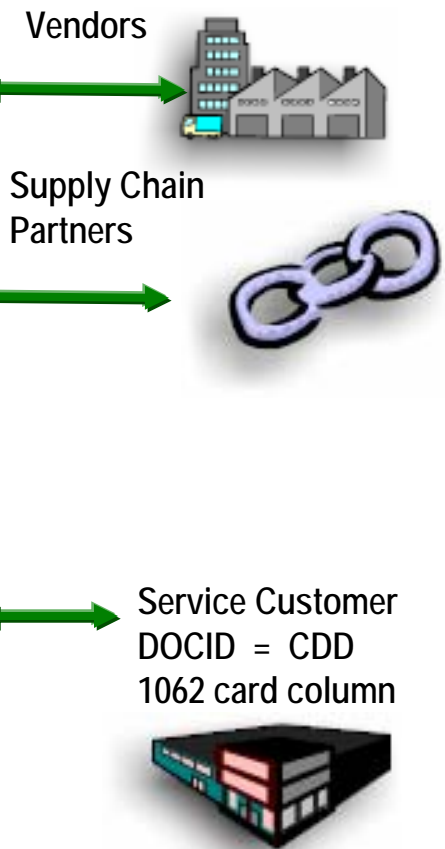
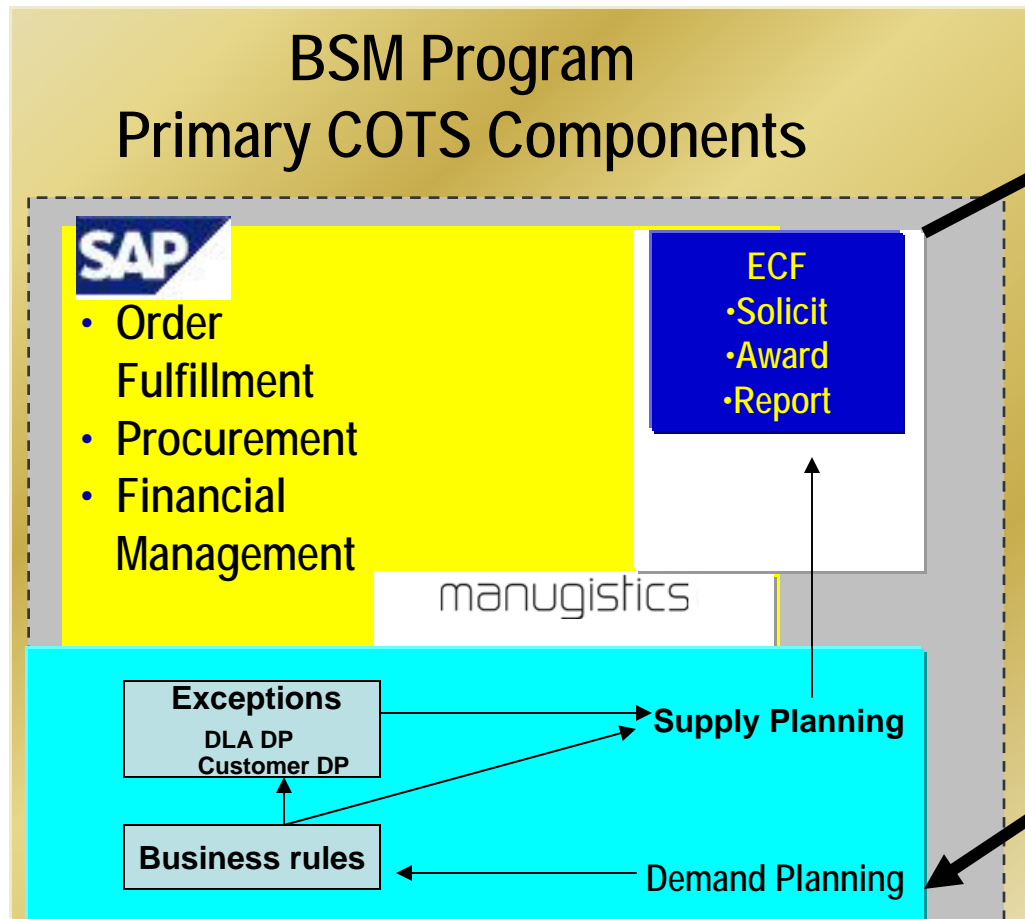


Goal is to decrease the illustrated inefficiencies





# Customer Collaboration



**•Manugistics access via Web**



# Customer Collaboration Benefits



## *Benefits to the Customer*

- **DLA buys the material based on customer need date**
- **No customer funds required until material is requisitioned**
- **Reduce local procurement actions**
- **Improve Customer Support by improving Demand Plan Accuracy (DPA)**
- **Reduce Lead Times and Increase Stock Availability (Reduce Stockouts)**
- **Proactive vs. Reactive demand planning**
- **More accurate forecasts quantities...both increased or decreased**
- **Reduce excess inventory levels**
- **Fewer NSN chasing fire drills**

**Eliminate Stock Outs**



# Enterprise Collaboration



Where We Are Now.....

## CURRENT DDE CUSTOMERS

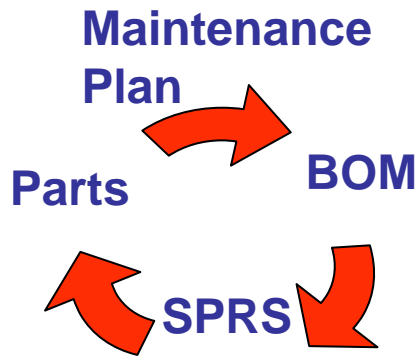
<u>Customer Ops</u>	<u>CUSTOMER</u>	<u>GO-LIVE DATE</u>	<u>MAR 06 NIINs</u>		<u>APR 06 NIINs</u>		<u>MAY 06 NIINs</u>		<u>JUN 06 NIINs</u>	
Aviation	OC-ALC	Mar-05	14,198		14,766		16,668		21,071	
Aviation	OO-ALC	Mar-05	2,200		2,893		2,635		3,060	
Aviation	WR-ALC	Mar-05	2,803		2,871		2,875		3,528	
Aviation	NADEP-NI	Mar-05	2,893		3,462		3,457		3,497	
Aviation	NADEP-JAX	Sep-05	3,229		3,794		4,057		6,529	
Aviation	NADEP-CP	Oct-05	9,158		8,676		8,676		9,685	
Land	MC-Albany	Oct-05	441	41% 188	643	21% 141	1,234	29% 370	2,040	52% 1062
Land	MC-Barstow	Nov-05	25	82% 23	28	7% 2	35	54% 19	45	68% 31
Maritime	NUWC	Mar-06	435	54% 235	435	1% 5	1,057	11% 124	1,248	20% 249
			<b>TOTAL 35,382</b>		<b>TOTAL 37,568</b>		<b>TOTAL 40,694</b>		<b>TOTAL 50,703</b>	



# Forecasting



## PROCESS



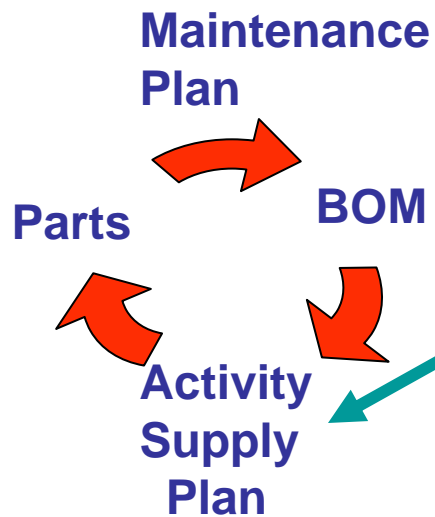
## SPRs

## Issues

- No process to accommodate program execution changes
- No systematic review after submission
- SPR accuracy

**"FIRE AND FORGET"**

## PROCESS



## BSM Demand Planning

## Enhancements

- Forecasts total monthly requirement
- Monthly review and execution
- Engages repair facility in process
- Accepts changes monthly

CHALLENGE...  
CULTURE & PROCESSES

**"CONTINUOUS REASSESSMENT"**



# MCLB Albany Sample DDE File for Apr06



*Sample DDE File submitted by MCLB Albany on April 1, 2006*

- Each DDE file has a header as demonstrated below, with high level information including the submit date of the file

*Body of DDE file submitted by MCLB Albany*

- Each DDE file will have a row for each item, identifying the DODAAC, Ship To Location, NIIN, Unit of Measure, etc.
- Each row contains quantities for up to 60 forecast periods, as demonstrated below

Type	SOS	Submitter	Customer	Ship To	NIIN	U/M	Plan Type	Period 1	Period 2	Period 3, etc.
CDD	SMS	M94700	M94700	M94700	000019769	AY	M	26	26	26
CDD	SMS	M94700	M94700	M94700	000036696	AY	M	22	22	22
CDD	SMS	M94700	M94700	M94700	000043220	AY	M	35	35	35



# Customer Collaboration Worksheet



Active Measurement: Each / Unit

Worksheet Properties ⏻ ☑

User Views: Exception ▾ View: Exception Only-Planning Item ▾ Calendars: Monthly ▾

Item Filter: CC\_MCLB Albany 🔍 Versions: Current ▾ Partner: DLA ▾

Hierarchies: CC\_Exception ▾ Aggregation: Off ▾

Actions | 🖨 📧 📄 📊 All > B

<input checked="" type="checkbox"/>	Planning Item	Version	Component	2/1/06	3/1/06	4/1/06	5/1/06	6/1/06	7/1/06	8/1/06	9/1/06	10/1/06	11/1/06	12/1/06	1/1/07	2/1/07	3/1/07
<input checked="" type="checkbox"/>	<a href="#">001017875 M94700 M94700/B</a>	0	Customer Workflow Tracking	1	1	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Customer input signifying DFU was reviewed	1	1	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Workflow Tracking	1	1	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Planner input signifying DFU was reviewed	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	History	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Qty requisitioned by customer that month	1.04	0.98	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93
<input type="checkbox"/>		4	DLA Forecast	1.04	0.98	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.93
<input type="checkbox"/>		0	Forecast from SCPO	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Special Program Requirements	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Qty of SPR submitted	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		1	DLA Override	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Customer input on new Cust & DP agreed fcst	7	7	7	7	7	7	7	7	7	7	7	7	7	0.98
<input type="checkbox"/>		0	Previous Collaborative Forecast	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/>		0	Collab forecast agreed upon last month	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/>		3	Customer DDE (DIC CDD)	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/>		0	Customer forecast	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		0	Override	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<input type="checkbox"/>		2	Planner input on new Cust & DP agreed fcst	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/>		0	New Collaborative Forecast	7	7	7	7	7	7	7	7	7	7	7	7	7	7
<input type="checkbox"/>		0	Collab forecast agreed upon this month	7	7	7	7	7	7	7	7	7	7	7	7	7	7

Hierarchy

One screen- DLA & Customer see same info

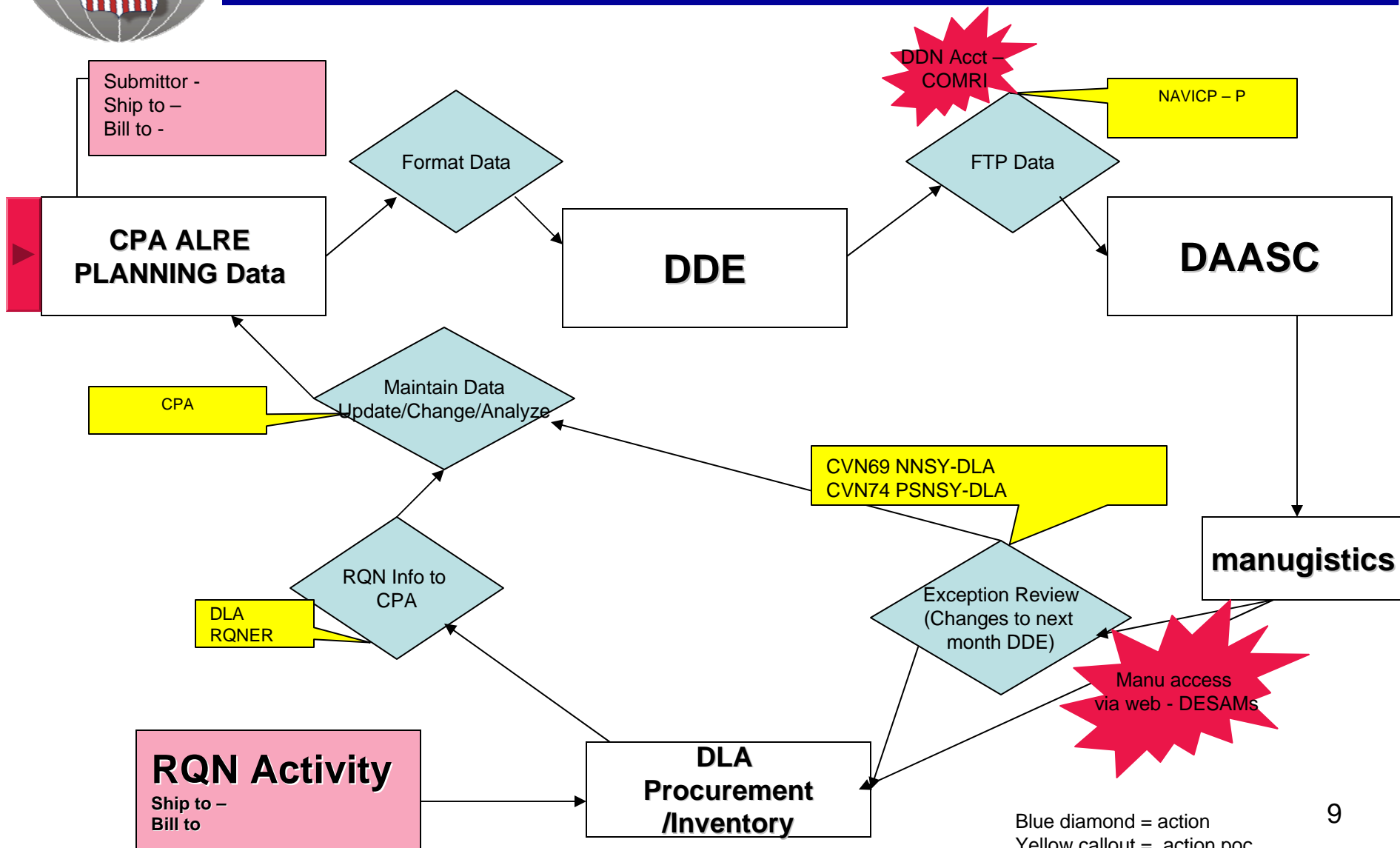
•Manugistics access via Web  
•Export capability





# ALRE Collab

CVN74 Jul 07 PSNSY  
CVN69 OCT 07 NNSY



Blue diamond = action  
Yellow callout = action poc  
Pink rectangle - Ship to & Bill to must match



# Customer Collaboration Key Steps for Getting Started

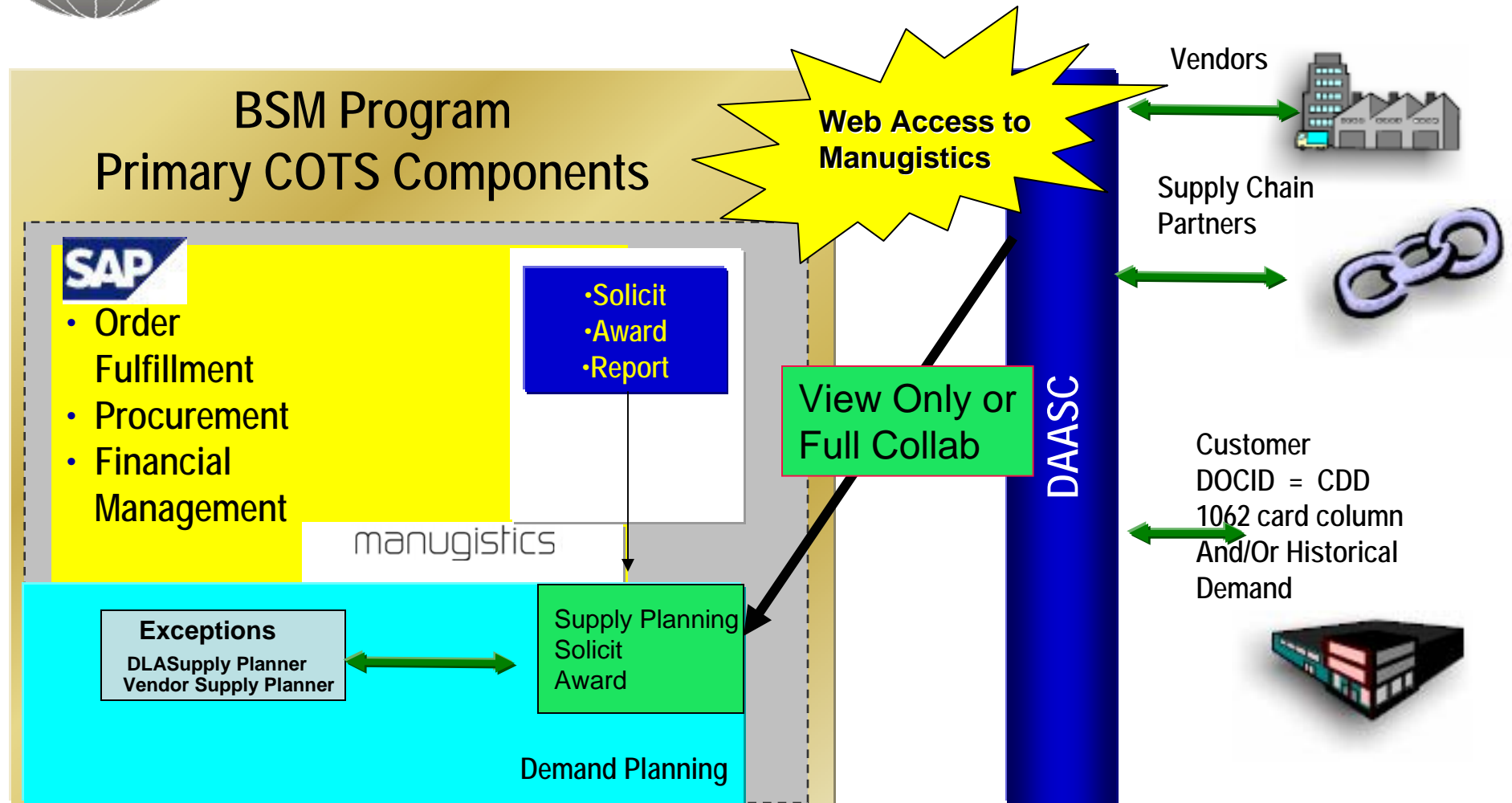


<i>Action Item</i>	<i>Appx Time</i>	<i>Activity POC</i>	<i>DLA POC</i>
<b>DDN Account</b> •Purpose: To transmit the forecast data (DDE) • <i>Apply on line</i>	30 days	<ul style="list-style-type: none"> <li>• Who will apply?</li> <li>• Who will transmit?</li> </ul>	Who will be the primary?
<b>DESAMs</b> Purpose: External user web access to Manugistics • <i>SAAR 2875 - Complete</i> • <i>Rules of Behavior- Sign</i> • <i>Security Questionnaire- Sign</i>	30 days	<ul style="list-style-type: none"> <li>• Who will work exceptions?</li> <li>•Who will maintain the data?</li> </ul>	Who will be the Demand Planner?
<b>Activity Email Address</b> Purpose: Email customers about DDE receipt & system info		<ul style="list-style-type: none"> <li>• Who needs to know we did or didn't get the DDE?</li> </ul>	



# Supplier Collaboration

Sole Source or Long Term Contract Items





# Supplier Collaboration Benefits

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## *Benefits to the Supplier*

- **See Time Phased Inventory Plan (TPIP) - future DLA requirements out 24 months**
- **Ability to better plan production lines**
- **Reduce inventory levels**
- **Opportunity to smooth/adjust DLA planned orders before they become purchase orders that the vendor cannot fill**



# Supplier Collaboration Worksheet



manugis

Collaborate Worksheet

View | Planning | **Worksheet** | Setup

Active Measurement: Each / Unit

Worksheet Properties

User Views: Supplier Collab | View: Aggregate | Calendars: Monthly - 24 Months

Item Filter: SC\_SUPPLY\_COLLAB | Versions: Current | Partner: DLA

Hierarchies: SC\_Supplier Collab by CAGE Code | Aggregation: Off

Actions | All > 02LU7 > DD > R

NIIN	Version	Component	4/1/06	5/1/06	6/1/06	7/1/06	8/1/06	9/1/06	10/1/06	11/1/06	12/1/06	1/1/07	2/1/07	3/1/07	4/1/07	5/1/07	6/1/07
<a href="#">001688131</a>	0	PPO - Supply Plan Output <b>DLA Projected Future Requirements</b>	0	0	0	0	0	0	0	42	0	0	0	37	0	0	67
	0	PPO - Vendor Input <b>Vendor input on DLA's Projected Reqmnts</b>	0	0	0	0	0	0	0	42	0	0	0	37	0	0	67
	0	Sched Rpts - Committed <b>Purchase Order Qty / Qty On Contract</b>	0	0	0	0	39	0	0	0	0	0	0	0	0	0	0
	0	Sched Rpts - Unomtd Supply Plan Output <b>Purchase Request Qty</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	0	Sched Rpts - Unomtd Vendor Input <b>Vendor Input on Purchase Request Qty</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

•Manugistics access via Web  
 •Export capability



# Supplier Collaboration Step for Getting Started



<i>Action Item</i>	<i>Appx Time</i>	<i>Activity POC</i>	<i>DLA POC</i>
<b>DESAMs</b> Purpose: External user web access to Manugistics <ul style="list-style-type: none"> <li>•SAAR 2875 - Complete</li> <li>•Rules of Behavior- Sign</li> <li>•Security Questionnaire- Sign</li> </ul>	30 days		



# Site Collaboration POCs



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