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

Customers
- Collaborative Processes

DLA
- Collaborative Processes

Suppliers

- Lack of Visibility to Consumer
- Inefficient Sharing of Data
- Inaccurate Forecasts
- Excess Inventory
- Supply and Demand Variability
- Stock Outs/Lost Sales
Customer Collaboration

BSM Program
Primary COTS Components

- Order Fulfillment
- Procurement
- Financial Management

ECF
- Solicit
- Award
- Report

Manugistics access via Web

Supply Planning
Demand Planning

Exceptions
DLA DP
Customer DP

Business rules

• Vendors
• Supply Chain Partners
• Service Customer
DOCID = CDD 1062 card column

• Manugistics access via Web
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…..

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<th>CURRENT DDE CUSTOMERS</th>
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**TOTAL** 35,382 **TOTAL** 37,568 **TOTAL** 40,694 **TOTAL** 50,703
Forecasting

**SPRs**

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

**Issues**

**BSM Demand Planning**

**Enhancements**

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

"FIRE AND FORGET"

"CONTINUOUS REASSESSMENT"
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

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Customer Collaboration Worksheet

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</tbody>
</table>

Hierarchy

- One screen - DLA & Customer see same info
- Manugistics access via Web
- Export capability
ALRE Collab
CVN74 Jul 07 PSNSY
CVN69 OCT 07 NNSY

CPA ALRE PLANNING Data

Format Data

Maintain Data

Update/Change/Analyze

CPA

DDN Acct – COMRI

NAVICP – P

DAASC

DDE

RQN Info to CPA

DLA RQNER

CVN69 NNSY-DLA

CVN74 PSNSY-DLA

Exception Review
(Changes to next month DDE)

RQN Activity

Ship to – Bill to

DLA Procurement /Inventory

Blue diamond = action
Yellow callout = action poc
Pink rectangle– Ship to & Bill to must match
### Customer Collaboration Key Steps for Getting Started

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<th>Action Item</th>
<th>Appx Time</th>
<th>Activity POC</th>
<th>DLA POC</th>
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<td><strong>DDN Account</strong></td>
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<td>• Who will apply?</td>
<td>Who will be the primary?</td>
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<td>• Purpose: To transmit the forecast data (DDE)</td>
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<td>• Who will transmit?</td>
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<td>• <em>Apply on line</em></td>
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<td>• Rules of Behavior - Sign</td>
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<td>• Who needs to know we did or didn’t get the DDE?</td>
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</table>
BSM Program
Primary COTS Components

- Order Fulfillment
- Procurement
- Financial Management

• Solicit
• Award
• Report

Supply Planning
Solicit
Award

Demand Planning

Web Access to Manugistics

View Only or Full Collab

exceptions

Suppliers

Customer
DOCID = CDD
1062 card column
And/Or Historical Demand

Vendors

Supply Chain Partners

Manugistics

Web Access to
Manugistics

View Only or Full Collab
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

**Collaborate Worksheet**

View: Planning Worksheet Setup

Active Measurement: Each / Unit

- **User Views:** Supplier Collab
- **View:** Aggregate
- **Calendars:** Monthly - 24 Months
- **Item Filter:** SC_SUPPLY_COLLAB
- **Versions:** Current
- **Partner:** DLA
- **Hierarchies:** SC_Supplier Colab by CAGE Code
- **Aggregation:** Off

### Actions

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- Manugistics access via Web
- Export capability
### Supplier Collaboration Step for Getting Started

**DESAMs**  
Purpose: External user web access to Manugistics  
- SAAR 2875 - Complete  
- Rules of Behavior - Sign  
- Security Questionnaire - Sign

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<th>Appx Time</th>
<th>Activity POC</th>
<th>DLA POC</th>
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<td>30 days</td>
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Site Collaboration POCs

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