



# Land Supply Chain Breakout Session

## TUESDAY

**Denise Pennington**  
**Tactical Vehicle Support**  
**Division Chief**

**Linda K. Johnson**  
**Combat Vehicle Support**  
**Division Chief**

## WEDNESDAY

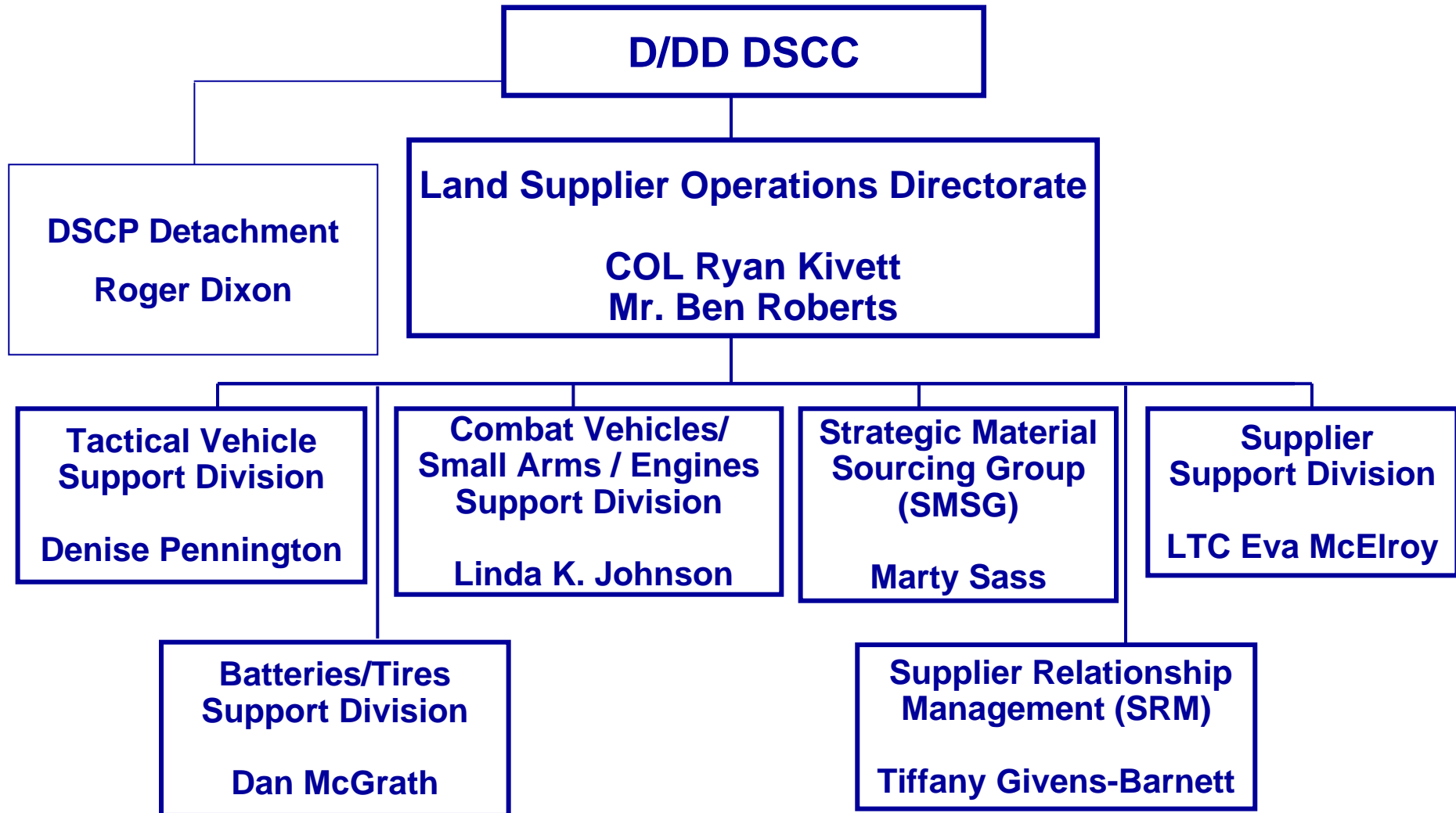
**LTC Eva McElroy**  
**Supplier Support**  
**Division Chief**

**Marty Sass**  
**SMSG**  
**Division Chief**

**August 18-19, 2009**



# Organizational Alignment





# Land Supplier Operations Directorate (DSCC-FL)



COL Ryan Kivett  
Director  
DSCC-FL  
(Incoming 1 SEPT )



Mr. Benedict (Ben) Roberts  
Deputy Director  
DSCC-FL

- To provide acquisition, focused supply and logistics support to America's Armed Forces in peace and war, around the clock, around the world...with emphasis on the readiness of the Land-Based Weapon Systems.
- The six multi-functional divisions within DSCC-FL are responsible for integrated logistics operations to include contracting, engineering and technical analysis, contract administration and management support.
- Land Supplier Operations provides supply chain management for land-based weapon systems to the full range of military customers. DSCC professionals perform a variety of supply chain processes, including supply planning, product assurance, and procurement. Each year, Land Supplier Operations has \$1.8 billion in sales, executes over 400,000 contract award actions to 5,000 suppliers, and fulfills approximately 3 million customer orders.

Our organizational structure is composed of six divisions and one detachment (Land Philly)



# Tactical Vehicle Support Division



FLB  
Denise Pennington  
Division Chief



FLBB  
Vehicle Support  
Team I IST  
Ken Abrams



FLBC  
Vehicle Support  
Team II IST  
Janice Harrell



FLBD  
MRAP IST  
Sherry Wellmer

## Mission:

- Responsible for all integrated logistics support for tactical wheeled vehicles

## Focus Areas:

- Vehicle Maintenance/Service Kits
- Cadillac Gage Textron sole source items
- Caterpillar sole source items
- MRAP Unique items



# Tactical Vehicle Support Team I



FLBB  
Vehicle Support Team I  
Ken Abrams



FLBB  
Vehicle Support Team I  
Lead Acquisition  
Rick Matz



FLBB  
Vehicle Support Team I  
Lead Inventory  
Janice Bichon



FLBB  
Lead Product Assurance  
Mohammed Cisse

- FSCs: 100+
- Major FSC assignments include:  
2510, 2520, 2530, 2540, 2590, 2940
- Workforce: 37 professionals
- NSN's Managed: 32,159
- Purchase Requests: approx. 1700
- Customer Sales Orders: 220K per yr
- Annual Sales: \$200M+

## Mission:

- Responsible for all integrated logistics support for tactical wheeled and support vehicles

## Focus Areas:

- Vehicle Maintenance/Service Kits
- MRAP Common items
- Vehicle Cab Body Frame Structural Components
- Vehicle Power Transmission Components
- Vehicle Brake Steering Axle Wheel Components



# Tactical Vehicle Support Team II



FLBC  
Vehicle Support Team II IST  
Janice Harrell



FLBC  
Vehicle Support Team II  
Lead Product Assurance  
Cyd Parks



FLBC  
Vehicle Support Team II IST  
Lead Inventory  
Donna Clark



FLBC  
Vehicle Support Team II IST  
Lead Acquisition  
Kathi Morouse

- FSCs: 150+
- Major FSC assignments include:  
2510, 2520, 2530, 2590, 2940
- Workforce: 37 professionals
- NSN's Managed: 37,720
- Purchase Requests: approx. 1900
- Customer Sales Orders: 199.8K per yr
- Annual Sales: \$98.4M

## Mission:

- Responsible for all integrated logistics support for tactical wheeled and support vehicles

## Focus Areas:

- Vehicle Maintenance/Service Kits
- Cadillac Gage Textron sole source items
- Caterpillar sole source items
- Vehicle Components including Cab, Body, Frame, Structural, Transmission, Brake, Steering Axle, Wheel, Furniture and Accessories

# Mine Resistant Ambush Protective (MRAP)



FLBD  
MRAP IST  
Sherry Wellmer



FLBD  
MRAP Team  
Lead Acquisition  
Kenton Smith



FLBD  
MRAP Team  
Lead Inventory  
Renee Day



FLBD  
MRAP Team  
Lead Product Assurance  
Eric Forson

- FSCs: 164+
- Major FSC assignments include:  
2510, 2520, 2530, 2540, 2590, 2940
- Workforce: 79 professionals
- NSN's Managed: 12,500
- Purchase Requests: 5,700
- Customer Sales Orders: 200K per yr
- Annual Sales: \$200M

## Mission:

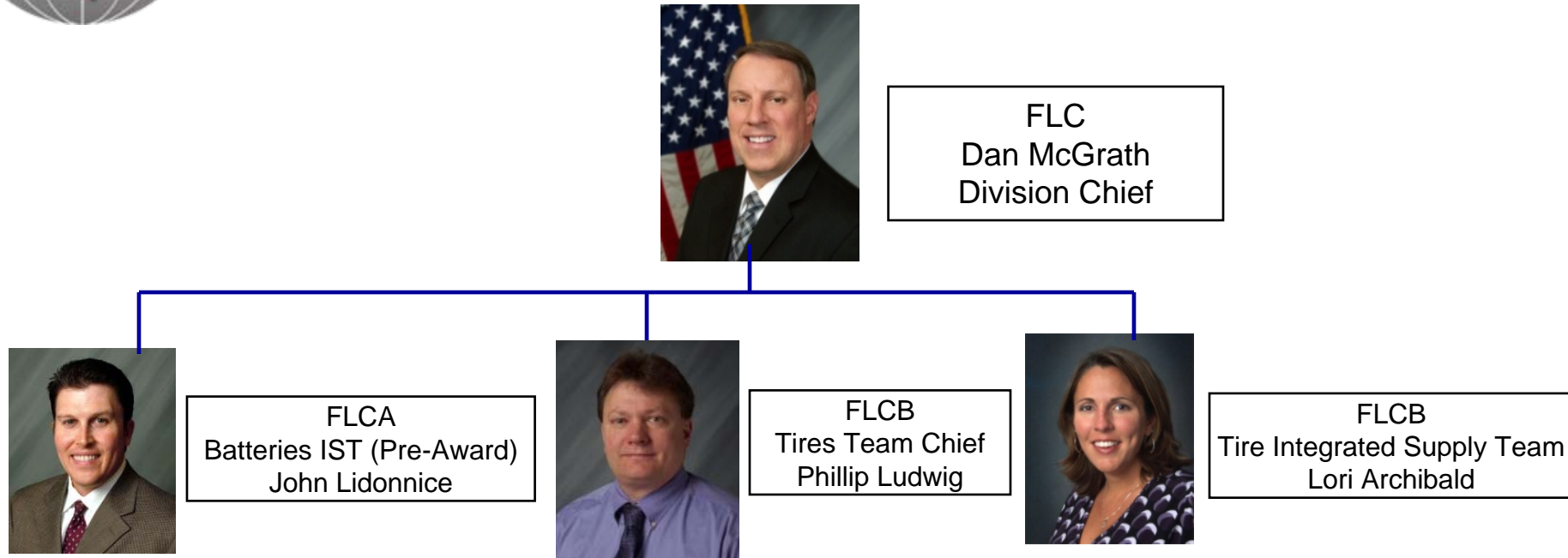
- Responsible for all integrated logistics support for MRAP unique items and Route Clearance Vehicles (RCV)

## Focus Areas:

- Sole source MRAP unique items
- Fire suppression
- Suspension
- Air Conditioning parts



# Batteries/Tires Division



## Mission:

- Responsible for all integrated logistics support for all DLA managed tires, tire products, and various batteries used in multiple weapons systems

## Focus Areas:

- Execute best value decisions related to procurement actions and actively engage with supplier base to reduce logistics response time and backorders.
- Proactive efforts are underway to assess high demand items for adequate long-term contract coverage





# Batteries



FLCA  
Batteries IST (Pre-Award)  
John Lidonnice



FLCA  
Batteries Support Team  
Lead Product Assurance  
Ben Breen



FLCA  
Batteries Support Team  
Lead Inventory  
Randy Crace



FLCA  
Batteries Support Team  
Lead Acquisition  
Len Bussard

- FSC's Managed : 6135, 6140, 6160, 6650
- NSN's Managed: 7,667
- Purchase Requests: 1,302
- # Suppliers: 368
- Orders received : 108K per yr
- Annual Sales: \$215.5M

## Mission:

- Acquisition Support
- Engineering Support
- Site Technical Support

## Transfer of Batteries from DSCR to DSCC:

- Transition occurred 13 Apr 09
- DSCC/Services Meeting held 11 Feb 09
- Coordination with the ESAs
- MOAs
- Seamless Transition
- Continuity of Operations



# Tires

## Integrated Support Team



FLCB  
Tires Team Chief  
Phillip Ludwig



FLCB  
Tire Integrated  
Supply Team  
Lori Archibald

- FSC's Managed : 2510, 2520, 2530, 2540, 2590, 2620, 4910
- NSN's Managed : 1,007
- Purchase Requests: 65
- # Suppliers: 64
- Orders received : 51K+ per yr
- Annual Sales: \$200.4M

### Mission:

- Responsible for all integrated logistics support for all DLA managed tires (aircraft and land), tire associated products (valves, inner tubes, etc) and spare parts (rims, runflats, etc) associated with land vehicle wheel assemblies
  - Supports high priority weapon systems including F-16, C130, MRAP, HMMWV, FMTV, HEMTT, etc.
  - Includes administration of two contracts that completely privatize the supply chain for Tires as per BRAC 2005

### Focus Areas:

- Partner with the Privatization contractor, Michelin North America, and Military Customers to gather and utilize information to aid the privatization contractor in the effective forecasting and demand planning of tires and ultimately timely support to the Warfighter



# Combat Vehicle Support Division



FLD  
Linda K. Johnson  
Division Chief



FLDD  
Wheeled Vehicles IST  
Mike Morouse



FLDA/FLDC  
Combat Vehicle/Armament IST  
Renee Magill



FLDB  
Engines IST  
Bob Heine

- Maintain spare parts support for a wide variety of tactical wheeled vehicles
  - Includes the HMMWV, FMTV, HEMTT and MRAP
  - Included in this population are 6,452 items that are mapped to SCA's for Oshkosh, AMG, BAE and Detroit Diesel
- Customer Pay/Integrated Logistics Partnership
  - HMMWV RECAP/RESET lines at RRAD, LEAD, and MMA
- Individual and Crew Served weapons support
  - Includes the M2, M240, Howitzers, and Grenade Launchers
- Combat Vehicle & Armament spare parts support for tracked vehicles
  - Includes M1 Abrams tank, M2/M3 Bradley tanks and the M88 recovery vehicle
- Responsible for engine support
- Partner with Land Customer Operations, Army customer support representatives and industry to coordinate proper forecasting to ensure procurement actions support depot programs and military operational requirements



# Wheeled Vehicles



FLDD  
Wheeled Vehicles IST  
Mike Morouse



FLDD  
IST Team  
Lead Inventory  
Michelle Goodson



FLDD  
IST Team  
Customer Pay  
Myisha Sears



FLDD  
IST Team  
Lead Product Assurance  
Marty Stratmoen



FLDD  
IST Team (Pre-Award)  
Lead Acquisition  
Kelly Cottongim

- FSCs: 2510, 2590
- NSN's Managed: 30,050
  - Stocked: 10,050 Customer Direct: 19,725
- Purchase Requests: 4,871
  - Large purchases: 107 Small purchases: 4,764
- Customer orders received: 555K per yr
- Annual Sales: \$411.2M
- Suppliers: 602

## Mission/Focus Areas:

- Primary point of contact for Customer Pay/Integrated Logistics Partnership items. Resolves issues and take preventative measures for the 715 items

## Current CP initiatives:

- Pending induction of the UAH M1151 Model into the RECAP lines
- Mapping of all CP processes both internal and external

## Challenges:

- Conversion of RECAP lines at depots to M1151 (UAH) variant.
- Supporting new ILP customer at Barstow

# Combat Vehicle/Armament



FLDA/FLDC  
Combat Vehicle/Armament IST  
Renee Magill



FLDA  
IST Team (Pre-Award)  
Lead Acquisition  
April Charlton



FLDA  
IST Team  
Lead Product Assurance  
Jeffrey Hutcheson



FLDA  
IST Team  
Lead Inventory  
Teresa Harris

- Small Arms FSCs: 1005, 1095, 1010
- Combat Vehicles FSCs: 2510, 2520, 2530, 2540, 2590, 3040, 4720,
- NSN's Managed: 37,231
  - Stocked: 9,809 Customer Direct: 27,422
- Purchase Requests: 2,442
  - Large: 100 Small : 2,342
- Orders received: 150K per year
- Annual Sales: \$145.5M
- Suppliers: 687

## Mission/Focus Areas:

- Focused on improving overall product quality and contract performance on combat vehicle and small arms procurements.
  - Includes improved and current Technical Data Packages, Product Verification Testing, and adherence to MIL-STD-16232

## Challenges:

- M2 Kit Management
- Process changes
- Significant Product, Technical, Quality and Inspection/Acceptance Requirements



# Engines



FLDB  
Engines IST  
Bob Heine



FLDB  
IST Team  
Lead Product Assurance  
James Jarvis



FLDB  
IST Team (Pre-Award)  
Lead Acquisition  
Mindy Tisone



FLDB  
IST Team  
Lead Inventory  
Johana Maisonave

- FSCs: 1045, 1075, 1090, 2520, 2805, 2815, 2910, 2920, 2930, 2990, 3030
- NSNs Managed: 72,760
  - Stocked: 16,605 Customer Direct: 56,155
- Purchase Requests: 2,235
  - Large: 61 Small: 2,174
- Orders received: 164K per yr
- Annual Sales: \$108.1M
- Suppliers: 705

## Mission/Focus Area

- The mission of the Engines IST is the management of Class IX engine components and accessories

## Challenges:

- The major challenge facing the Engines IST is the procurement of parts for vehicles that are no longer in production or have exceeded their anticipated service dates



# Strategic Material Sourcing Group (SMSG)



FLG  
Marty Sass  
Division Chief



FLGA  
SRM  
Procurement  
Bill Winegarner



FLGB  
Tailored Support  
Charles Sharp



FLGG  
MRAP LTC  
Mary Jo Coffey



FLGC  
Long Term  
Contracts  
Cindy Nevin



FLGCA  
Long Term Contracts  
(Admin)  
Emily Call



FLGD  
IPV  
Shirley Spratt



FLGF  
Email  
Tony Griffin

- Execute all Tailored Support Initiatives (FASI, Tires Successor, IPV, EMALL, 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



# FY10 SMSG Strategy



Objective: Key business drivers on long-term contract  
Prioritized approach to project selection

Target Population:

- FSC 1005 – Small Arms
- FSCs 2540, 2590 Vehicle Components
- Batteries
- Tire Products
- Weapon Systems
- MRAP- FSS NSNs, AC Parts,  
Suspension Parts, Sole Source NSNs
- FASI-G and IPV Add-Ons  
(Subcontract Opportunities)
- SRM Contractors – Sole Source Adds
- Various Sole Source and Competitive NSNs
- NEW EMALL Solicitation







# FY10 SMSG Strategy



## Additional Long Term Contract (LTC) Action

### NEW EMALL Solicitation:

- Multiple Award Schedules
- Off-The-Shelf, Finished Goods From The Commercial Marketplace
- DLA Assigned Item Classes Only
- Solicitation Target - Mid-Oct 2009





# MRAP Phase 3 - LTC Plan



## Step 1 – Ongoing

- Sources Sought/Broad Agency Announcement to Solicit Breakout Suppliers – Re-Issued 3 Times - See Value Eng Booth
- Receive Results of Various OEM Provisioning Conferences
- Assigned Technical Personnel to Review Responses, Coordinate with Army/Marine Corps and Update Federal Catalog

## Step 2 – ECD Dec 2009

- Award New and Add-On MRAP LTC Projects – ECD Dec 2009
- Special Assignment Buyer Resources to Work

## Step 3 – Ongoing

- Upon Award of New LTCs - Identify and Execute NSN Add-On Actions
- Analyze MRAP NSN Population for New LTC Potential



# Supply Relationship Management



FLGE  
Tiffany Givens-Barnett  
Division Chief



FLGE  
Supply Relationship  
Manager  
Julie Miller



FLGE  
Supply Relationship  
Manager  
Maggie Mickey



FLGE  
Supply Relationship  
Manager  
Pauline Buck

## Mission:

- The SMSG SRM procurement Team in FLG and SRM Contract Admin Team in FLS support the Land SC SRM mission by singling up Basic Contract Admin (LTCs) and Contract Administration personnel for the 20 companies with SRM focus.

## Current Alliances:

### SSAs

- AM General
- Oshkosh Truck
- BAE Systems Land & Armament
- GDLS-Canada

## SCAs

- BAE-Fairfield (Armor Holdings)
- BAE-Sealy
- Badger Truck
- SAIC
- Caterpillar
- Cummins Engine
- GDLS
- FN Manufacturing
- Systems Land & Armament
- GDLS-Canada
- Wheler Brothers
- BTMC



# Supply Relationship Management



## Priorities/Projects:

- Alliances with Strategic or High Volume Suppliers
  - 4 Strategic Supplier Alliances with OEMs
  - 16 Supply Chain Alliances – Strategic Suppliers or High Volume Dealers/Distributors
- Key Improvement Opportunities specific to each company:
  - Increase LTCs coverage
  - Reduce PLT, ALT, Pricing
  - Demand Planning/Future Forecast Collaboration
  - Backorder Reduction

## Ancillary Projects:

- DLR/BRAC Coordination for Service Items on Key Suppliers

## Stakeholder Interactions:

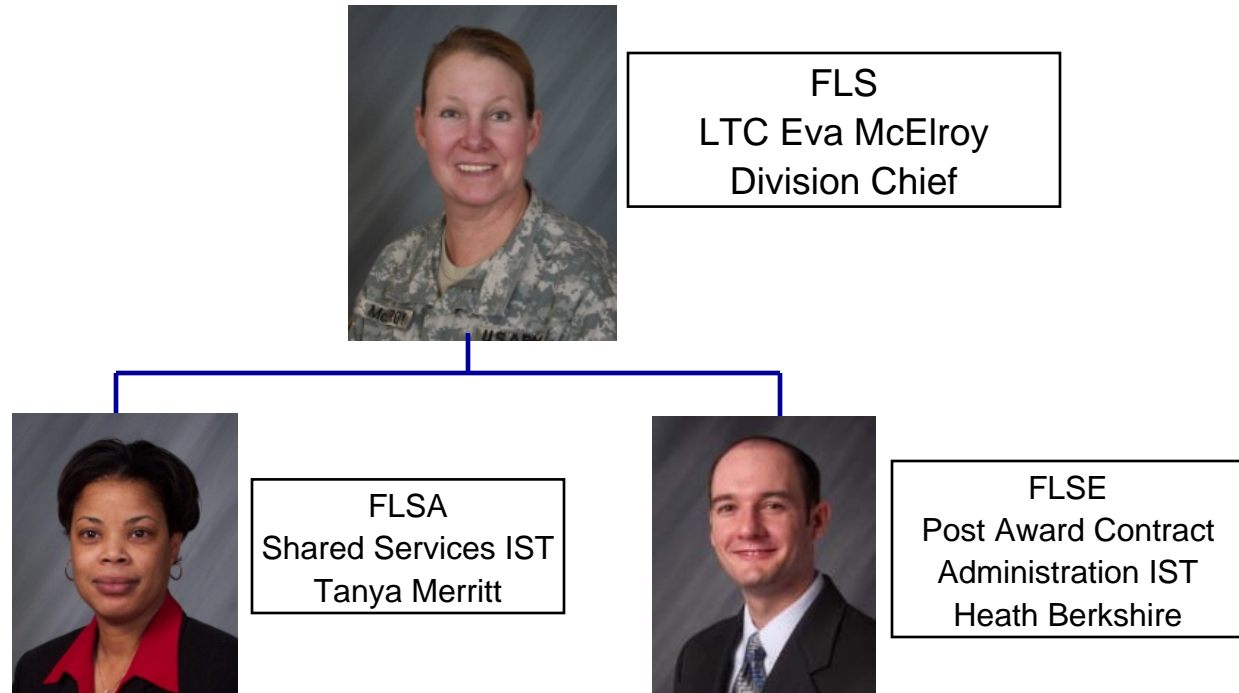
- Regular Communication/Problem-Solving via Working Groups/Improvement Teams
- Monthly Open Order Reports – Line of Balance for Priorities
- Shared Communications with Customers (TACOM), ISTs, WSSMs, Land DCO
- Monthly Performance Metrics – ALT, PLT, LTC Obs, Line Fill Rate, Qty Fill Rate, Unfilled Orders
- Improved Customer and Weapons System Support
- Incorporation of MRAP into Supplier LTCs

## Challenges:

- Coordinated prioritization of GWOT support while dealing with surging demands and supplier capacity constraints



# Supplier Support Division



## Mission:

- Support Emergency Procurement Requirements
- Supports Army Industrial sites with procurement and quality requirement (Forward and Customer Pay/ILP)

## Focus Areas:

- Emergency Buying Team (E-Buy)
- Forward Presence
- Engineering Support
- Non-NSN
- Post Award Contract Management



# Shared Services



FLSA  
Shared Services IST  
Tanya Merritt



FLSAB  
Supervisory Contract  
Specialist (Pre-Award)  
Linda Allensworth



FLSAC  
Supervisory Contract  
Specialist (Pre-Award)  
Mechelle Vandermolen



FLSAD  
IST Product Specialist  
Supervisor  
Don Robinette

- Emergency Buy, Non-NSN, and Forward Execution Acquisition
  - 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 \$6,671,495 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



FLSE  
Post Award Contract  
Administration IST  
Heath Berkshire



FLSEA  
Post Award Team I  
Acting Supervisory Contract Specialist  
Julie Searcy



FLSEC  
Post Award Team II  
Supervisory Contract Specialist  
Jackie Maurer



FLSEB  
Supervisory Contract  
Specialist SRM (Post-Award)  
Gerald Roush

- Open Orders: 32,000
- Suppliers: 1700+

## 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