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

D/DD DSCC

Land Supplier Operations Directorate
COL Ryan Kivett
Mr. Ben Roberts

DSCP Detachment
Roger Dixon

Tactical Vehicle Support Division
Denise Pennington

Combat Vehicles/Small Arms / Engines Support Division
Linda K. Johnson

Strategic Material Sourcing Group (SMSG)
Marty Sass

Supplier Support Division
LTC Eva McElroy

Batteries/Tires Support Division
Dan McGrath

Supplier Relationship Management (SRM)
Tiffany Givens-Barnett
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

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

- 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

- 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)

- 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
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

- 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

- 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

- 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**

- 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

**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
**Combat Vehicle/Armament**

- 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

- 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)

- 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
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

Building strategies that are directly linked to customer requirements
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

DoD EMALL

Building strategies that are directly linked to customer requirements
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
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

- 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

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

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

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