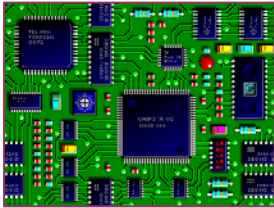
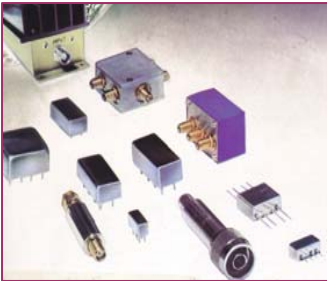


Maritime Supplier Operations Break-Out Session



August 18-19, 2009

Defense Supply Center Columbus





Agenda



- Maritime Supply Chain Overview
- Post Award Overview
- Emergency Buy Team Overview
- Supplier Relationship Management
- Open Dialogue



Maritime Supplier Ops At a Glance



What

1.75M Items
\$1.3 B Sales

- Mechanical
Pumps, Compressors
Valves, Hose & Tube,
Fittings, Bearings,
Packing & Gaskets
- Electrical
Wire & cable, switches,
relays, transformers,
antennas, resistors,
microcircuits

From

5,014 Suppliers

- Manufacturers
Marotta (Valves)
York (Compressors)
Raytheon (Electronics)
Amphenol (Connectors)
- Dealers
Large Dealer Network

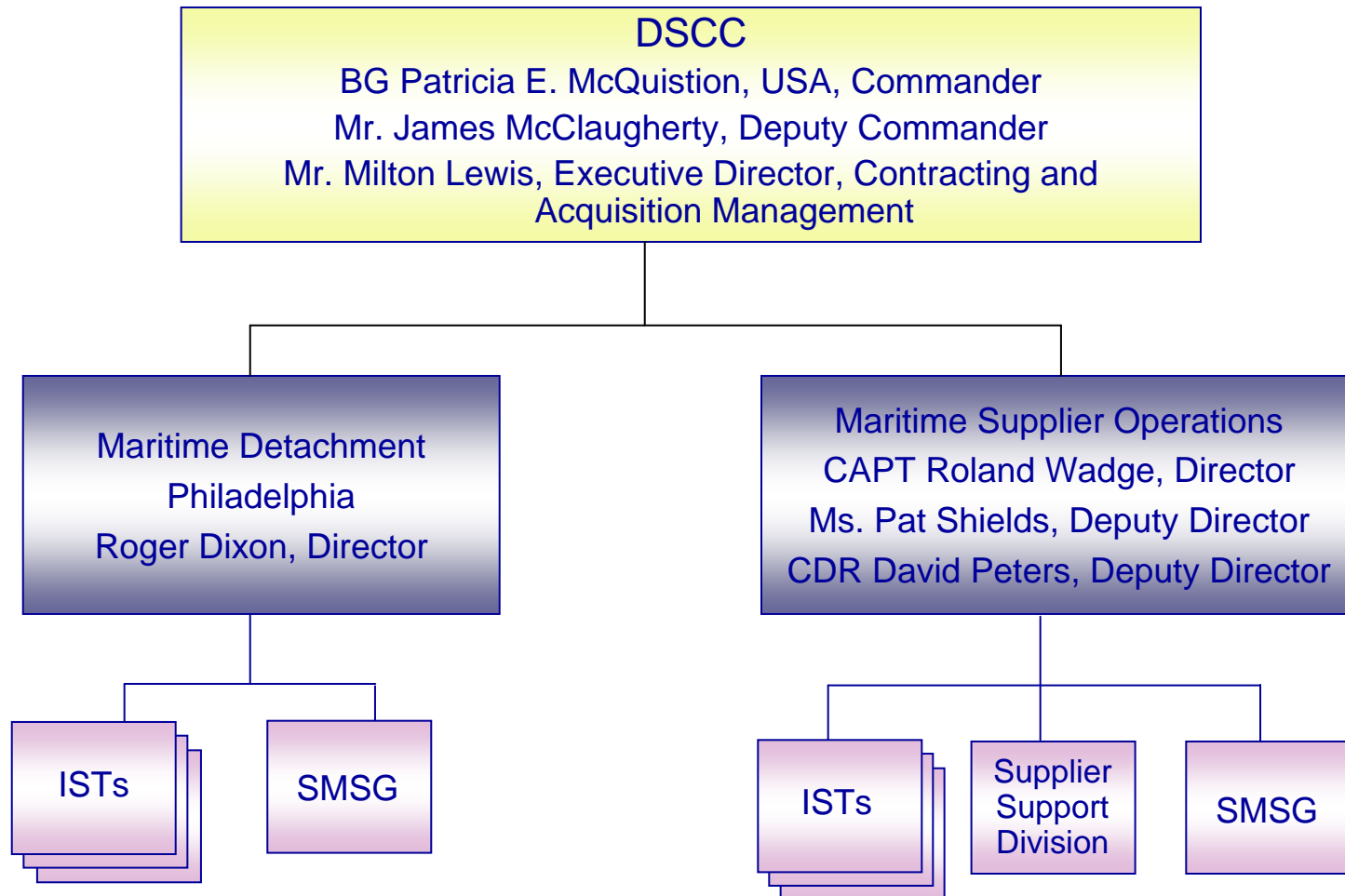
By

223K Contract Actions Worth \$1.5B

- 825~ Employees
- 19 Integrated Supplier Teams
- 2 Sites



Maritime Supplier Ops Organization





EBS Roles, Responsibilities & Functions



Integrated Supplier Team (IST) ... Basic Organizational Unit

- Product Specialists: What to buy?
- Supply Planners: How many and when to buy?
- Pre Award Acquisition Specialists: Execute the buy and assure delivery!

Strategic Material Sourcing Group

- Long Term Contracting (LTC): Multi-NSNs & Corporate Contracts

Supplier Support Division

- “Emergency Buying Team” for our customers’ most urgent needs
- Manages PACE for all DSCC
- Centralized management of solicitation and award of Auto IDPOs
- Shared Services support for all of Maritime



Post-Award



- Supplier Support Division Chief – David Glasscoe
- Maritime Contract Administration Chiefs –
Stephanie McCormick and Kelly Penwell
- Supervisor – Sue Coyer
- Supervisor – Myrtice Gray
- Supervisor – Hiram Maisonave
- Supervisor – Gary Meyer
- Supervisor – Temika Morris
- Supervisor – Jeff West
- Analyst – Chris Watson
- Each supervisor has a team consisting of approximately 14 contract administrators, purchasing agents and acquisition support technicians.



Post-Award



- Centralized Post-Award Branch for Contract Administration matters.
- Maritime Columbus Administrators organized by state and/or CAGE code.
- Special team of “expeditors” working emergencies and backorder issues. They are also assigned specific states or CAGE codes.
- Dedicated group of Administrators for the Navy Nuclear Reactor Program (21N). Material Availability must be kept at 95% or above for this program. We need your help to accomplish this goal.
- Dedicated group working quality notifications for Maritime and Land.
- Emphasis on monitoring Key Item Drivers (KID) 1-4 and Delinquencies.
- Our Goal: Be reasonable but demanding customers on behalf of the American tax payers and provide exceptional support to the Warfighter.



Maritime Columbus Emergency Buy Team (EBT)



Partnering with You for Emergency Support

Team:

IST Chief – Ed Wingo

Core Team Supervisors – Tom Comeans and Paula Webb

General EBT Support – Tom Comeans

- **Emergency Buyers: Keith Couser, Jim Donnelly, Rosa Poole, Jerry Quinn, Denny Wondal, Richard Bebel (Post-Award Administrator)**
- **Mission: Complete Emergency (Basic Definition Below) Customer-Direct Buys for items managed by Maritime Supplier Ops**
 - **All Customer Priority 01 Customer Direct Buys**
 - **Highest Priority Customer Priority 02 & 03 CD Buys (Proj Cd; RDD)**

Dedicated/Premium EBT Support – Paula Webb

Emergency Buyers: Marvin Horton, Henrietta Jones, Amanda Pontia, Lisa Thompson, Brian Walker, Kim Watson, Todd Manning

Mission: Dedicated E-Buy Support to 3 Shipyards and the Navy PMO



Strategic Material Sourcing Group (SMSG)



What we do:

- **Determine optimal contracting strategy for Maritime Supply Chain NSNs**
- **Award and manage multiple NSN long-term contracts to maximize long-term contract coverage of strategic material sourcing (SMS) NSNs**
- **Execute contracting actions in support of Strategic Supplier Alliances (SSAs) and Supply Chain Alliances (SCAs)**
- **Optimize relationships with key suppliers through SRM**



Maritime SMSG Tailored Initiatives



H2O Purification Initiative

Background: Fully integrated logistics support for Water Purification customers in support of ROWPU, TWPS and LWP
100% small business set aside.

Scope: Customer-Direct support ROWPU, TWPS and LWP NIINs/PNs

<u>NIINs</u>	<u>Est ADV</u>
3,320	\$19M
1,894 P/Ns	Unknown

Status: The solicitation opened July 17th and closes on August 28th



Maritime SMSG Tailored Initiatives



Maritime FSC-SCP Initiative

Background: Contracting for Supply Chain Management of high demand and high value NSNs in the 4710, 4720, 4730, 4820, 5330, 5331, 5930, 5935, 5961, 5962, and 6145 FSCs. NSNs organized into sixteen groupings by FSC(s), 8 Set-Aside and 8 Unrestricted.

Scope: Primarily customer direct support within Time Definite Delivery standards.

<u>NIINs</u>	<u>Est ADV</u>
56,214	\$413M

Status: Solicitation documents under review at DLA HQ.



Supplier Relationship Management Initiative



Depot Level Repairables (DLR)

Develop a Strategy to Partner with our DLR Attachments in facing similar suppliers

- Analyze service spend for DLR NIINs
- Match DLA spend with DLR forecast
- Where applicable explore joint solutions



Supplier Relationship Management Initiatives



HM&E Standardization

- Drive Standardization through commodity contracts available to commercial industry
- Collaborative effort NAVICP/DLA
- First Phase – Standard Navy Valves
 - Release one – awarded gate valve 27 NSNs
 - Release two – 460 standard valves, offers under evaluation
- Next Phase – Circuit breakers



Open Dialogue



Story Board Charts



Active Devices Division

(Division 2)



Division Chief: Ernie Reid

Integrated Supplier Team Chiefs

Electronic Assemblies and Transformers: Lisa Ohl

Microcircuits & Semiconductors DMS: Evan Baisden

Non-Powered Valves: Anthony Carrico

Top Federal Supply Classes

FSC Nomenclature

Sales

4820 Valves, Non-Powered

\$146,249,496

5998 Electrical and Electronic Assemblies

\$ 40,282,147

5960 Electron Tubes and Associated Hardware

\$ 31,037,709

Data is from a 12 month period: June 2008 through June 2009



Electrical Devices Division

(Division 3)



Division Chief: Rochelle Anderson

Integrated Supply Team Chiefs

Connectors: Rocky Sunday

Relays, Wire, & Cable: Dave Devine

Switches & Raytheon: Regina Westbrook

Powered Valves, Marine Hardware, & Nuclear Reactors Program: Joey Smith

Top Federal Supply Classes

FSC Nomenclature

Sales

5930 Switches

\$105,487,543

5935 Connectors, Electric

\$ 78,407,337

4810 Valves, Powered

\$ 71,389,887

5945 Relays and Solenoids

\$ 60,853,015

2040 Marine Hardware and Hulling

\$ 15,062,634



Electronics, Pumps & Compressors Division

(Division 5)



Division Chief: CDR Aaron Potter

Integrated Supply Team Chiefs

Antennas, Fuses, & Circuit Breakers: Kathy Brewster

Fire Control & Fiber Optics: Tom Bunnell

Pumps & Compressors: Latricia Wilson

Top Federal Supply Classes

FSC Nomenclature

Sales

5985 Antennas, Waveguides & Related Equipment

\$131,336,572

4320 Power and Hand Pumps

\$ 71,225,585

4330 Centrifugal, Separators and Pressure & Vacuum Filters

\$ 45,742,725

Data is from a 12 month period: June 2008 through June 2009



Fluid Handling Division

(Division 1)



Division Chief: Linda McCarty

Integrated Supply Team Chiefs

Fittings: David McGraw

Flexible Hoses & Tubing: Anita Luich (Deployed) LCDR Jim Strauss
(Acting)

Pipes & Tubing: Debbie Robinson

Top Federal Supply Classes

FSC Nomenclature

4730 Fitting and Adaptors

4720 Hose and Flexible Tubing

4710 Pipes and Tubing

Sales

\$130,674,685

\$101,818,988

\$ 71,874,293

Data is from a 12 month period: June 2008 through June 2009



Power Transmission & Hardware/Electrical

(Division 4)



Division Chief: Diane Circle

Integrated Supply Team Chiefs

Motors & Mechanical Components: Mike Rush

Power Transmission Equipment: Chrissy Schall

Hardware/Electrical: Karen Kramer

Top Federal Supply Classes

FSC Nomenclature

Sales

6105/3010 Motors & Mechanical Components

\$ 40,348,327/ 23,326,913

3040 Power Transmission Equipment

\$122,150,175

5950 Hardware/Electrical

\$ 27,267,709

Data is from a 12 month period: June 2008 through June 2009



Strategic Material Sourcing Group



Chief: Kelly Vingle

Mission: Strategic Material Sourcing

Function:

- Determine optimal contracting strategy for Maritime Supply Chain NSNs
- Award long-term contracts including corporate and prime vendor contracts
- Maximize long-term contract coverage of strategic material sourcing (SMS) NSNs
- Execute contracting actions in support of SSAs and SCAs
- Optimize relationships with key suppliers through SRM

Strategic Sourcing Branch Chiefs: Kreston Harris, Nicole Hammond-Mann, Jeff Dixius

Supplier Relationship Management Branch: Bruce Shively, Lead SRM
Donna Ramsey, SRM



Strategic Material Sourcing Group



Strategic Sourcing Branches

Branch Chiefs: Kreston Harris & Nicole Hammond-Mann

Award multiple NSN long-term and corporate contracts

Branch Chief: Jeff Dixius

Determine groupings of NSNs for long-term contracts; review technical and quality data; perform contract administration on multi-NSN long-term contracts

Supplier Relationship Management Branch

Lead SRM: Bruce Shively

SRM: Donna Ramsey

Manage relationships with key suppliers via Strategic Supplier Alliances (SSAs) and Supply Chain Alliances (SCAs); coordinate with ISTs to develop solutions to process issues that may impact customer support



Supplier Support Division



Division Chief: David Glasscoe

Mission: Support for Maritime Supplier Operations

Function: Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, automated contracting, shared services, quality notification resolution and contract administration

Branch Chiefs:

AutoIDPOs, Emergency Buy Team (EBT), Procurement Automated Contracting Evaluation (PACE): Ed Wingo

Contract Administration: Stephanie McCormick and Kelly Penwell

Shared Services: David Anders

Contract Quality Management: Rick Lennon



Supplier Support Division



Emergency Buy, PACE, & AutoIDPO Branch
Branch Chief: Ed Wingo

Emergency Buy Team Supervisor – Tom Comeans and
Paula Webb

Customer-Direct Buys for our customers' most urgent requirements

PACE & AutoIDPO Team Supervisor – Susan Knisley

Procurement Automated Contracting Evaluation (PACE):

Manage PACE automated solicitations and awards up to \$100,000

Automated Indefinite Delivery Purchase Orders (AutoIDPOs):

- AutoIDPOs are valid for up to two years or \$100,000.
- Manage solicitation and award of all AutoIDPO instruments



Supplier Support Division



Contract Administration Branch

Branch Chief: Stephanie McCormick and Kelly Penwell

Post Award Supervisors - Sue Coyer, Myrtice Gray,
Gary Meyer, Jeff West, Temika Morris and Hiram Maisonave

- Responsible for all post award issues related to existing contracts assigned to Maritime Supplier Operations. Proactively work delinquency, backorder and special project reports.
- The workload is assigned by state or cage code. SSA/SCA suppliers are assigned to specific administrators.
- Coordinate with supply planners, product specialists, resolution specialists, legal, DFAS, and DCMA to resolve issues.