



# Maritime Federal Supply Class Supply Chain Partnership (FSC-SCP) Initiative

2009 Land & Maritime Supply Chains Business Conference and Exhibition  
Maritime FSC-SCP Breakout Session

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# Agenda



- Highlights of the FSC-SCP Solicitation
  - Section A, General Information
  - Section B, Schedule of Supplies
  - Section C, Performance Work Statement
  - Section F, Deliveries or Performance
  - Section I, Contract Clause Continuations
  - Section L, Instructions to Offerors
  - Section M, Evaluation – Commercial Items
- Questions, Comments, Feedback



# General Information



- FAR Part 12
- Primarily Customer Direct (CD) with TDD
  - Allows for DLA Direct (stock) orders
  - All shipments will be to CONUS locations
  - FOB Destination
- 16 FSC Groupings of NSNs
  - 8 Total Small Business Set-Asides
  - 8 Unrestricted
- Contractor functions will include forecasting, owning/managing inventory, warehousing, and distributing supplies
- Fixed Price with EPA and Incentives
- 3-year base period with two 1-year options



# General Information



- Market Basket Approach
  - Core NSNs priced prior to award
  - Non-core NSNs priced after award
- Pricing
  - CLIN 1: Material, packaging, and inbound freight for CD orders
  - CLIN 2: % for supply chain management cost by NSN
  - CLIN 3: % adjustment for stock orders
- Four Phases
  - Four FSC Groupings in each phase
  - Pricing for Core NSNs due per the schedule
  - A Technical Proposal must be submitted 30 days after solicitation issued if offering on any phase. Updates can be made at later phases.
- Other than Cost and Pricing data may be required



# Schedule of Supplies



- Awards All or None per FSC Grouping
  - 16 Separate contracts
- Section B Spreadsheet
  - Must be completed and burned to a CD
  - Input sheet for offeror pricing
  - Input sheets for QPL proposed and FAT
  - PIDs, Packaging, and NSN specific data
  - Listing of the Non-core NSNs
- Surge Plan Required for NSNs with “MWR” quantities



# Performance Work Statement



- Participation in an Supply Chain Alliance required
- Implementation Phase
  - Customer Direct orders (by NSN)
    - Based on PLT
    - DLA will draw down existing stock before orders issue
    - Data sharing
  - Stock orders
    - Contractors shall be ready to support stock order 45 days after the effective date
- Performance Metrics
  - On Time Delivery tracked by ELLIS via EDI transactions
- Performance Review Meetings
- Customer Support 24 / 7 / 365
- Small Business Goals for Unrestricted FSC Groupings



# Performance Work Statement



- 100% Conforming material required
- QSLD or Traceability for 5961 and 5962
- Fast Pay authorized when applicable
- Contractor database and accessibility
  - Includes delivery performance, quality compliance, inventory levels, PLT, backorder data
- 21N Requirements
- Transition Year
  - Required inventory levels
  - Contractor must perform until required inventory levels depleted
  - Residual inventory buy back
    - Required inventory levels minus orders issued



# Deliveries or Performance



- TDD for Customer Direct Orders
  - 4, 7, or 14 calendar days
  - Allowances for Federal holidays
- PLT for DLA Direct Orders
- On Time Delivery (OTD) Metric Measured monthly
- Incentives/Disincentives
  - Based on the OTD performance
  - Varies per FSC Groupings
  - Applied to the following contract year
  - 21N
    - Calculated separately
    - Higher performance requirements





# Sections I, L, & M



- Contract Clause Continuations
  - PPI indexes applied to CLIN 1
  - Good faith effort for parts that become obsolete
  - Clause Applicability Table
- Instructions to Offerors
  - Proposal Format
  - Information to Include in the Technical Proposal
- Evaluation – Commercial Items
  - Best Value Trade-off details
    - Non-price factors when combined are significantly more important than price
    - Price is single most important factor



# QUESTIONS COMMENTS FEEDBACK

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