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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