DLA Land Supplier Operations

COL Ryan Kivett
24-25 August 2010
Agenda

• Mission Overviews
  – DLA Land and Maritime
  – Land - Columbus
  – Land and Maritime - Philadelphia
  – Land and Maritime Strategic Programs
  – Land - Aberdeen
  – Land - Warren

• Top 10 Reasons for Delayed Payments

• DIBBS / PACE

• Areas of Emphasis

• Questions
DLA Land Supplier Operations

DLA Land and Maritime
BG Thomas Richardson
Mr. James McClougherty
Mr. Milton Lewis

Land - Columbus
COL Ryan Kivett
Ben Roberts

Tactical Vehicles
Denise Pennington

Combat Vehicles
& Small Arms
Linda K. Johnson

Batteries & Tires
Dan McGrath

Land and Maritime Philadelphia
Roger Dixon

Hardware
Ruth Herman

Land and Maritime Strategic Programs
Steve Rodocker

Acquisition
Execution
Marty Sass

Supplier Relationship Management
Linda Kelly

Land - Aberdeen
Doug Nevins

Land - Warren
Ellen Dennis
To provide effects-based 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.

Supply chain management for 360K parts supporting land-based weapon systems
- Includes supply planning, product assurance, and procurement

Annual business
- $2.3 billion in sales
- 3 million customer orders
- 400 thousand contract award actions to over 5,000 suppliers
Tactical Vehicle Support Division

- Total FSCs Managed: 164+
- Major FSCs: 2510, 2520, 2530, 2540, 2590, 2940
- Workforce: 127 professionals
- NSN’s Managed: 91,836
- Purchase Requests: 4,941
- Customer Sales Orders: 677K per yr
- Annual Sales: $748.2M

Focus Areas:
- Vehicle Maintenance / Service Kits
- Cadillac Gage Textron, Caterpillar Sole Source Items
- MRAP Common Items
- Cab Body Frame Structural Components
- Power Transmission Components
- Brake, Steering Axle, Wheel Components
- Sole Source MRAP, MATV, RCV Unique Items
- Fire Suppression, Suspension, Air Conditioning

Denise Pennington
Division Chief

Ken Abrams
Vehicle Support Team I

Janice Harrell
Vehicle Support Team II

Sherry Wellmer
MRAP Team
**Batteries/Tires Division**

**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.

- **Total FSCs Managed:** 18
- **Major FSCs:** 2510, 2520, 2530, 2540, 2590, 2620, 4910, 6135, 6140, 6160, 6650
- **Workforce:** 38 professionals
- **NSN’s Managed:** 11,065
- **Purchase Requests:** 1,846
- **Customer Sales Orders:** 220K per yr
- **Annual Sales:** $346.4M
Combat Vehicle Support Division

- Total FSCs Managed: 160+
- Major FSCs: 1005, 1095, 1045, 1075, 1090, 2500 series, 2805, 2900 series, 3030, 3040, 4720
- Workforce: 134 professionals
- NSN’s Managed: 142.397
- Purchase Requests: 7,221
- Customer Sales Orders: 1,059K per yr
- Annual Sales: $837.6M

- Individual and Crew Served weapons support
  – M2, M240, Howitzers, & Grenade Launchers
- Combat Tracked Vehicle & Armament spare parts
  – Includes M1 Tank, M2/M3 Bradley and M88
- Responsible for engine support
- Maintain spare parts for tactical wheeled vehicles
  – Includes the HMMWV, FMTV, HEMTT, MRAP
- Customer Pay/Integrated Logistics Partnership
  – HMMWV RECAP/RESET lines at RRAD, LEAD, and MMA

Linda K. Johnson
Division Chief

Renee Magill
Combat Vehicle/Armament Team

Mike Morouse
Engines Team

Bob Heine
Wheeled Vehicles Team
Supplier Support Division

- Workforce: 80 professionals
- NSN’s Managed: 200,000
- Purchase Requests: 11,000
- Customer Sales Orders: 61K / month
- Annual Sales: $150M

Focus Areas:
- Industrial Product-Support Vendor (IPV)
- Integrated Logistics Partnership (Customer Pay)
- MRAP common items
- Shared Services & Contract Admin Support
- Long-term contract support for strategic items
- Forward Presence logistics services

John Shaw
Division Chief

Tanya Merritt
Shared Services

Jerry Roush
Post Award

MAJ Thorpe
Program Management

Patricia Snyder
Contracting
Shared Services

- **Emergency Buy, Non-NSN, and Forward Execution**
  - 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 $16.4M 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

**Tanya Merritt**
Shared Services IST

**Mechelle Vandermolen**
Supervisory Contract Specialist (Pre-Award)

**Linda Allensworth**
Supervisory Contract Specialist (Pre-Award)

**Don Robinette**
Product Specialist Supervisor
Post Award Contract Administration

- Open Orders: 35,000
- Suppliers: 1800+

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

Jerry Roush (Acting)
Post Award Chief

Julie Searcy
Post Award Team I

Jackie Maurer
Post Award Team II

Penny Morgan Loper
SRM (Post-Award)
Industrial Programs – IPV & ILP

Mission:
• Provide innovative supply chain solutions in support of Army industrial production sites

Focus Areas:
• Industrial Product-Support Vendor (IPV) & Integrated Logistics Partnership (ILP)
• IPV support to Army facilities at Letterkenny and Tobyhanna Army Depots in Pennsylvania, plus at Anniston Army Depot, Alabama and Red River Army Depot, Texas
• ILP support to Letterkenny and Red River Army Depots
• Oversee Contractors that provide full supply chain management support to industrial production lines
• Provide full range of property management and contract administration services
• Support kitting initiatives as required
Land Supplier Operations - Philadelphia

Roger Dixon
Director

Ruth Herman
Division Chief

Harry MacCord
Diversified
Hardware I

Andrea Wicker
Diversified
Hardware II

Charles Henderson
Diversified
Hardware III

- Major FSC assignments include:
  - 5340 (Miscellaneous Hardware, such as mounting brackets, locks, clamp loops)
  - 5360 (Springs)
- Workforce: 80 professionals
- NSN’s Managed: 200,000
- Purchase Requests: 11,000
- Customer Sales Orders: 61K / month
- Annual Sales: $150M

Focus Areas:
- Customer Pay
- MRAP common items
- Long-term contract support for strategic items
**Strategic Programs Directorate (SPD)**

- **Steve Rodocker**
  - Director

- **Jeffrey Spratt**
  - Operational Analysis & Planning

- **Marty Sass**
  - Acquisition Execution II

- **Kelly Vingle**
  - Acquisition Execution I

- **Jeffrey Spratt**
  - Program Management

- **Linda Kelly**
  - Supplier Relationship Management

**Key Responsibilities:**

- Single-up the development, execution, implementation, and monitoring of strategic LTCs for Land & Maritime
- Centralize Basic Contract Administration and Supplier Relationship Management
- Manage all strategic acquisition-based programs from conception of support strategy through basic contract close out
Acquisition Execution

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

Marty Sass
Division Chief

Bill Winegarner
Procurement

Charles Sharp
Tailored Support

Lori Archibald
Long Term Contracts

Tom Bunnell
MRAP LTC

Division Chief
### Sourcing Plan FY10-12

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<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
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<td>Weapon System</td>
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<td>Customer</td>
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<td>LTCs – New Contracts</td>
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<td><strong>$152</strong></td>
<td><strong>$180</strong></td>
<td><strong>$170</strong></td>
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FY11 Strategic Initiatives

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

Target Population:
- Batteries
- Tire Products
- Weapon Systems
- FASI-G Add-Ons (Subcontract Opportunities)
- SRM Contractors – Sole Source Adds
- Various Sole Source and Competitive NSNs
- IPV Tobbyhana Re-Competition
- Tires Successor Initiative
- MRAP (details next slide)

Building strategies that are directly linked to customer requirements
FY11 Strategic Initiatives - MRAP

• Sole Source Corporate LTC Projects
  – Navistar
  – Force Protections, Inc.
  – GDLS-Canada/BAE Systems, South Africa
  – BAE Systems, Sealy, TX – Add On NSNs
  – BAE Systems, Anniston, AL – Add On NSNs
  – Oshkosh
  – Mack Truck NSNs
  – Marmon-Herrington NSNs
  – Axletech
  – Allison Transmission
  – Spartan Motors
  – Fastenal

• Additional LTCs
  – Suspension, Air Conditioning, & Fire Suppression NSNs

• Continue to Look for Other Unique MRAP LTC Opportunities
  – Continual Re-look at Population

• Add Ons to Above LTCs, Once Awarded
Supplier Relationship Management

Linda Kelly
Division Chief

Mission:
- Building two-way relationships with key suppliers across the DLA Enterprise in order to evaluate and manage supplier capability and jointly solve problems.

Strategic Supplier Alliances:
- AM General
- BAE Systems Land & Armament
- BAE-Sealy
- Colfax
- Dresser-Rand
- GDLS
- GDLS – Canada (through CCC)
- Oshkosh Truck
- Raytheon
- York

Supply Chain Alliances:
- BAE-Fairfield (Armor Holdings)
- Badger Truck
- BTMC
- Caterpillar
- Crane
- Cummins Engine
- Facet / CLARCOR
- FN Manufacturing
- JGB Enterprises
- Kampi Components
- Penn Detroit Diesel
- Rockwell Collins
- SAIC
- Wheeler Brothers
We were established in 2009 as a result of the BRAC 2005 Decision to consolidate DoD Depot Level Reparable Procurement within a single agency (DLA)

DLA Land - Warren

Mission
- Army DLR Contracting Support
- Contract Administration

Primary Customer

Products Supported
Annual spend over $500M on Army Systems:
- Tactical Vehicles
- Combat Vehicles
- Petroleum & Water
- Bridging
- Watercraft

Mrs. Ellen Dennis
Director
Mission
- Army DLR Contracting Support
- Contract Administration

Primary Customer
The Army’s Communications Electronics Command (CECOM) – CECOM will complete its move from Ft. Monmouth, NJ to Aberdeen Proving Grounds, MD in 2011.

Products Supported
Annual spend of $700M on C4ISR Systems:
C4 - Command and Control,
     Communications, and Computers
I - Intelligence
S - Surveillance
R - Reconnaissance

We were established in 2010 as a result of the BRAC 2005 Decision to consolidate DoD Depot Level Reparable Procurement within a single agency (DLA)
Agenda

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• Top 10 Reasons for Delayed Payments

• DIBBS / PACE

• Areas of Emphasis

• Questions
Top Ten Reasons Payments are Delayed

#10 – Shipment does not meet packaging requirements.

#9 – Incorrect item received.

#8 – Non-conformance to heat treatment requirement for wood packing materials (including pallets). Since 2007, all wood packing material requires a stamp certifying heat treatment (DLAD clause 52.247-9012).
Top Ten Reasons Payments are Delayed

#7 – Material not received in an acceptable condition – (damaged, non-compliant to shelf-life requirements, other quality issues).

#6 – Quantities on shipping documents or invoice are more or less than in the shipment.

#5 – Improper markings – shipments must be compliant to MIL-STD-129P marking requirements.
Top Ten Reasons Payments are Delayed

#4 – No documentation received with the shipment
** MIL-STD-129P requires a copy of the receiving report be sent with the shipment unless otherwise noted in the contract.

#3 – Wrong CLIN number on shipping documents or invoice.

#2 – Incorrect data on invoice (delivery order number omitted or incorrect, unit of issue incorrect, etc). Invoice must match contract data.
Top Ten Reasons Payments are Delayed

And the #1 reason why payments are delayed . . .

. . . Materials are shipped to the wrong location. All contract line items were shipped to one location.
Top Ten Reasons Payments are Delayed - Helpful Actions -

• Contact your Contract Administrator

• Maintain up-to-date point of contact information in the Central Contractor Registry (CCR)

• Retain and make available Proof of Delivery (Carrier tracking) information
Top Ten Reasons Payments are Delayed - Helpful Resources -


- **www.dodrfid.org** – information on DoD’s Radio Frequency Identification marking requirements

- **www.wawftraining.com** – online training for Wide Area Workflow
DIBBS-PACE

- Solicitations Posted on DLA Internet Bid Board (DIBBS)
  https://www.dibbs.bsm.dla.mil/
- Registration and Quoting
- Solicitations Closing and Procurement Automated Contract Evaluation (PACE)
  - Fully Automated Awards
  - 2nd-Look Team Supervisor – Susan Knisley
- Evaluate and Award Closed Solicitations
- 13 Buyers, 1 Product Specialist, 1 Admin Support
- FY09: 51K PR’s Processed; 43K PR’s Awarded
- PACE-Batteries, Material Safety Data Sheets
- PACE Rejected PR’s
Areas of Emphasis

• Automated Best Value System Scores
• Delinquencies
• Traceability
• Non-Conforming Parts
• Counterfeit Material
• Pricing
QUESTIONS

- Division Chiefs / Representatives