DLA
Maritime Supplier Operations
Break-Out Session

August 23 – 25 2010
Agenda

- Command Overview
- Maritime Supply Chain Overview
- PACE Overview
- Contract Administration Overview
- Resolution Specialist Overview
- Strategic Programs Directorate Overview
- Supplier Relationship Management
- Open Dialogue
WARFIGHTER FOCUSED, GLOBALLY RESPONSIVE SUPPLY CHAIN LEADERSHIP

DLA Land and Maritime Leadership Team

Deputy Commander
Mr. James McClougherty, SES

Commander
Thomas J. Richardson, BG

Chief of Staff
Col Daniel K. Hicks, USAF
Mr. Griff Warren, Deputy

Executive Director, Contracting & Acquisition Management
Mr. Milton K. Lewis, SES
DLA Land and Maritime Leadership Team

**Maritime Customer Ops**
CAPT Kevin Head, USN
Ms. Deborah Haven, Deputy

**Maritime Supplier Ops**
CAPT Roland Wadge, USN
Ms. Patricia Shields
CDR Jay Tucker, Deputies

**DLA LAND AND MARITIME**
- Philadelphia
  Mr. Roger Dixon
  Mr. Frank Madeja, Deputy

**DLA MARITIME**
- Mechanicsburg
  Mr. Bob Taylor

**Strategic Programs Directorate (SPD)**
Mr. Steve Rodocker

**DLA MARITIME Norfolk**
CDR Bill Nash
Mr. Joe Long, Deputy
DLA Maritime Supplier Ops At a Glance

**What**

1.77 M Items
$1.7 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

- 798~ Employees
- 19 Integrated Supplier Teams
- 2 Sites
DLA Maritime Supplier Ops Organization

DLA Land and Maritime
BG Thomas J. Richardson, USA, Commander
Mr. James McClaugherty, Deputy Commander
Mr. Milton Lewis, Executive Director, Contracting and Acquisition Management

Maritime Detachment
Philadelphia
Mr. Roger Dixon, Director

Maritime Supplier Operations
CAPT Roland Wadge, Director
Ms. Pat Shields, Deputy Director
CDR Jay Tucker, Deputy Director

ISTs

SMSG

ISTs

Supplier Support Division

SPD
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.

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

Supplier Support Division
- “Emergency Buying Team” for our customers’ most urgent needs
- Manages PACE for all DLA Land and Maritime
- Centralized management of solicitation and award of Auto IDPOs
- Shared Services support for all of Maritime
- Contract Administration assures delivery
- Resolution Specialist resolves inventory discrepancies
DIBBS-PAGE

- Solicitations are 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: 51,606 PR’s Processed; 43,502 PR’s Awarded
- PACE-Batteries, Material Safety Data Sheets (MSDS)
- PACE Rejected PR’s
Maritime Shipyard Support

- FMSC: Partnering with Vendors and Customers
  - Buys all DLA managed items for urgent requirements

- Dedicated Core Team
  - First-Line Supervisor – Paula Webb
    - Norfolk – Amanda Pontia and Ken Flaute
    - Pearl Harbor – David Penn and Starre Poindexter
    - Portsmouth – Lisa Thompson and Greg Edwards
    - Puget Sound – Marvin Horton and Donn Cover
  - Post-Award: Todd Manning (+3 TBD)
  - Product Specialist: TBD
Contract Administration

- 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 13 contract administrators, purchasing agents and acquisition support technicians.
Contract Administration

- Centralized Post-Award Branch for Contract Administration matters.
- Maritime Columbus Administrators organized by state and/or CAGE code.
- Special team of “expediters” 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 Quality Notification Team.
- Emphasis on monitoring Backorders and Delinquencies.
- Our Goal: Be reasonable but demanding customers on behalf of the American tax payers and provide exceptional support to the Warfighter.
Resolution Specialist

David Anders
Resolution Specialist Chief

- Supervisor – Carolyn Green
- Supervisor – Clifford Madsen
- Supervisor – Adrian Williams
Resolution Specialist /Vendor Education

• Payment is made based on receipt of invoice and Government acceptance (unless fast payment procedures are authorized)

• Acceptance is based on:
  – Material
  – Quantity
  – Price
  – Receipt Location
  – Shipping, Packaging, Marking Requirements
  – Receiving Documents
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).
Resolution Specialist /Vendor Education (Cont)

#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.
#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.
Resolution Specialist /Vendor Education (Cont)

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

Materials shipped to the wrong location (all contract line items shipped to one location).
Resolution Specialist /Vendor Education (Cont)

- 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
Resolution Specialist /Vendor Education (Cont)


• [www.dodrfid.org](http://www.dodrfid.org) – information on DoD’s Radio Frequency Identification marking requirements

• [www.wawftraining.com](http://www.wawftraining.com) – online training for Wide Area Workflow
Strategic Programs Directorate (SPD)

- 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
# Sourcing Plan FY10-12

## Sourcing Approach

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Support Plan (CSP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weapon System</td>
<td></td>
</tr>
<tr>
<td>Customer</td>
<td></td>
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<table>
<thead>
<tr>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quarter</td>
<td>1st</td>
<td>2nd</td>
</tr>
<tr>
<td>LTCs – New Contracts</td>
<td>280</td>
<td></td>
</tr>
<tr>
<td>LTCs – Renewals</td>
<td>465</td>
<td></td>
</tr>
<tr>
<td>SMS Growth Total ADV (Millions)</td>
<td>$152</td>
<td></td>
</tr>
</tbody>
</table>
Supplier Relationship Management

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

Linda Kelly
SRM Division Chief

Julie Miller
Maggie Mickey
Pauline Buck
Donna Ramsey
Areas of Emphasis

• Automated Best Value System Scores
• Delinquencies
• Traceability
• Non-Conforming Parts
• Counterfeit Material
• Pricing
Open Dialogue
Story Board Charts
DLA Maritime

Robert Taylor
Mechanicsburg Director

Hull, Mechanical, and Electrical Contracting Division
Jim Komaromy, Director
(11 Contract Specialists)

Communications and Surveillance Contracting Division
Jim Hartman, Director
(13 Contract Specialists)

Combat Systems Contracting Division
Tony Abate, Director
(12 Contract Specialists)
DLA Norfolk Naval Shipyard Organization

CDR Bill Nash
Commander, DLA Norfolk Naval Shipyard

Business & Analysis Division

Material Control Division

Material Division

Contracting Division

1 Supervisory Contract Specialist
Cindi Newcomb
3 Contract Specialist, GS-1102-12
1 Purchasing Agent, GS-1105-09
1 Purchasing Agent, GS-1105-08
2 Purchasing Agent, GS-1105-07

TOTAL = 8

Contracting June 2009 – June 2010
736 Line Items @ $3,906,254.10. All Federal Supply Classes included
National Stock Numbers Procured – 74 @ $331,878.18
(DLA – 56 @ $144,135.78; Other – 18 @ $187,742.40)
DLA Maritime Philadelphia

Michael Tarkett
Division Chief

Linda Middleman
Packing/Gasket/O-Ring Team 1

Robin Thomas
Packing/Gasket/O-Ring Team 2

Sharyn Redding
Sea Hardware

Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>5330 Packing and Gasket Materials</td>
<td>$162M</td>
</tr>
<tr>
<td>5331 O-Rings</td>
<td>$13M</td>
</tr>
<tr>
<td>5355 Knobs, Dials and Pointers</td>
<td>$10M</td>
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</tbody>
</table>
Active Devices Division

Ernie Reid
Division Chief

Lisa Ohl
Electronic Assemblies and Transformers

Evan Baisden
Micocircuits & Semiconductors
DMS

Anthony Carrico
Non-Powered Valves

Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>4820 Valves, Non-Powered</td>
<td>$192,531,976</td>
</tr>
<tr>
<td>5998 Electrical and Electronic Assemblies</td>
<td>$53,029,936</td>
</tr>
<tr>
<td>5960 Electron Tubes and Associated Hardware</td>
<td>$40,859,980</td>
</tr>
</tbody>
</table>

Data is from a 12 month period: June 2009 through June 2010
**Electrical Devices Division**

**Top Federal Supply Classes**

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>5930 Switches</td>
<td>$138,870,394</td>
</tr>
<tr>
<td>5935 Connectors, Electric</td>
<td>$103,220,318</td>
</tr>
<tr>
<td>4810 Valves, Powered</td>
<td>$93,982,109</td>
</tr>
<tr>
<td>5945 Relays and Solenoids</td>
<td>$80,110,712</td>
</tr>
<tr>
<td>2040 Marine Hardware and Hulling</td>
<td>$19,829,393</td>
</tr>
</tbody>
</table>

Data is from a 12 month period: June 2009 through June 2010
Electronics, Pumps & Compressors Division

Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>5985 Antennas, Waveguides &amp; Related Equipment</td>
<td>$ 172,899,671</td>
</tr>
<tr>
<td>4320 Power and Hand Pumps</td>
<td>$ 93,765,811</td>
</tr>
<tr>
<td>4330 Centrifugal, Separators and Pressure &amp; Vacuum Filters</td>
<td>$ 60,218,582</td>
</tr>
</tbody>
</table>

Data is from a 12 month period: June 2009 through June 2010
Fluid Handling Division

Linda McCarty
Division Chief

Dave McGraw
Fittings

LCDR James Strauss
Flexible Hoses &
Tubing

Debbie Robinson
Pipes & Tubing

Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>4730 Fitting and Adaptors</td>
<td>$172,028,322</td>
</tr>
<tr>
<td>4720 Hose and Flexible Tubing</td>
<td>$134,040,879</td>
</tr>
<tr>
<td>4710 Pipes and Tubing</td>
<td>$94,619,811</td>
</tr>
</tbody>
</table>

Data is from a 12 month period: June 2009 through June 2010
Power Transmission & Hardware/Electrical Division

Diane Circle
Division Chief

Mike Rush
Motors & Mechanical Components

Chrissy Schall
Power Transmission Equipment

Karen Kramer
Hardware/Electrical

Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Sales</th>
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</thead>
<tbody>
<tr>
<td>6105/3010 Motors &amp; Mechanical Components</td>
<td>$ 53,177,059 / $30,709,006</td>
</tr>
<tr>
<td>3040 Power Transmission Equipment</td>
<td>$ 160,806,124</td>
</tr>
<tr>
<td>5950 Hardware/Electrical</td>
<td>$ 35,896,916</td>
</tr>
</tbody>
</table>

Data is from a 12 month period: June 2009 through June 2010
**Mission**: Strategic Material Sourcing Branches

**Function:**
- Determine optimal contracting strategy for Maritime Supply Chain NSNs
- Award long-term contracts including corporate and prime vendor contracts
- Maximize long-term coverage of strategic material sourcing (SMS) NSNs
- Execute contracting actions in support of SSAs and SCAs
- Determine groupings of NSNs for long-term contracts; review technical and quality data; perform contract administration on multi-NSN long-term contracts
- Optimize relationships with key suppliers through SRM
Supplier Support Division
Division Chief: David Glasscoe

Mission: Support for Maritime Supplier Operations

Function: Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, shipyard support, 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
Branch Chief: Ed Wingo

Emergency Buy, PACE, & AutoIDPO Branch

Emergency Buy Team Supervisor – 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

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.