National Stock Number (NSN): Your Key to Unlock Sales

2011 DLA Industry Conference
June 27th to June 30th
Breakout Session
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Do you want to do business with an organization that....

- Produces revenues of nearly $41 billion
- Manages 8 supply chains and 5 million items
- Operates in 48 states and 28 countries
- Maintains Foreign Military Sales of $1.6 billion across 118 Nations
How can I increase my business?

- Register your business
- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data
Register your business

- Central Contractor Registration (CCR)
- Registrant database for U.S. Federal Government
- Paperless payments through electronic funds transfer
- Registration does not guarantee a contract
- CCR URL: [www.bpn.gov/ccr/](http://www.bpn.gov/ccr/)
Federal Acquisition Regulations (FARs) govern CCR

• Must be registered in CCR
• Must have Data Universal Numbering System (DUNS) number to register
• Select a North American Industry Classification System (NAICS) code
What is a CAGE Code?

- Five digit code depicting Commercial and Government Entity (CAGE)
- CAGE Code required for business with the Federal Government
- Registration in CCR assigns CAGE Code
- DLA Logistics Information Service only authorized source of CAGE Codes
Why do I need to obtain a CAGE Code?

- Pay processes
- Facility security clearances
- Contract management
How do I change CAGE Code data?

• Contact D&B to update CCR at: [http://fedgov.dnb.com/webform](http://fedgov.dnb.com/webform)
• Complete DD Form 2051
• Forward to:
  Director, DLA Logistics Information Service
  ATTN: DLA Log Info SVC - LAC
  Hart-Dole-Inouye Federal Center
  74 North Washington
  Battle Creek, MI 49037

Per 48 C.F.R Subpart 204.72 – Contractor Identification
Understand the National Stock Number (NSN)

- Official label applied to an item of supply that is repeatedly used throughout the Federal Supply System
- 6.5 Million active NSNs in Federal Supply System
- 9 Million non-US managed NSNs in NATO system
NSN structure

- 13-digit code, e.g., 6240-00-357-7976
- First four digits are the Federal Supply Class (FSC)
- Next two digits are country that assigned the NSN called the National Codification Bureau (NCB)
- Remaining seven digits are sequentially assigned and unique to each NSN
Benefits of the NSN

- Ensures life cycle support & interoperability
- Provides safety / protection of personnel
- Identifies data sharing capabilities of items
- Is data key for item tracking
Your tech data describes the NSN’s form, fit, and function

- Shelf life
- Interchangeability and substitutability
- Price
- Unit of issue
- Precious metals or hazardous materials
- Product characteristics
Access to technical data is required by public law

Cataloging and Standardization Act, Public Law 82-436 reads:

“To uphold this act it is imperative that the DoD Agency responsible for cataloging, DLA Logistics Information Service, is granted access to technical data.”
Benefits of technical data

- Parts standardization
- Avoidance of duplication
- Interoperability
- Proper management, storage, and disposal
Who uses NSNs?

• Military Services
• Department of Defense (DoD)
• Disposition services
• Federal Agencies, such as GSA, FAA, DHS, etc.
• North Atlantic Treaty Organization (NATO)
• Many governments around the world
Who can request a NSN?

- Only a….
  - Military service
  - International partners
  - Federal/civil agency

- A Service must sponsor your product for NSN assignment
How do you find a sponsor?

Contact a Service or Agency point of contact:

- Army: [www.sellingtoarmy.info/user/showpage.aspx?SectionID=](www.sellingtoarmy.info/user/showpage.aspx?SectionID=)
- Air Force: [www.airforcesmallbiz.org](www.airforcesmallbiz.org)
- DLA: [www.dla.mil/db/](www.dla.mil/db/)
- GSA: [www.gsa.gov/portal/content/105221](www.gsa.gov/portal/content/105221)
- PTAC: [ww.dla.mil/db/ptap.asp](ww.dla.mil/db/ptap.asp)
When is a NSN requested?

Once a requirement for an item has been identified as needed via….

– Provisioning = a new weapon system is deployed by a military service
– Demand planning = a non-stocked item is repeatedly ordered
How can you access your data?

- **WebFLIS** provides access to near real-time data
  - Hot links provide explanations
  - Proprietary data not viewed by public
- **DOD EMALL** provides product visibility to customers looking to purchase
  - Active DLA managed NSNs
  - Advantage for fully described items
How can you update your data?

• CCR for business statistics/financial routing data
  – Update with D&B using webform at: http://fedgov.dnb.com/webform
  – Confirm D&B changes in CCR

• iGIRDER for reference/part number data
  – Register with User ID and Password
  – Update at: www.dlis.dla.mil/gidm/
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- Obtain a CAGE Code
- Understand the NSN
- Find a sponsor
- Access your data
- Update your data
To get further details on information presented during this session, please visit the DLA Logistics Information Service booth, number 642.
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Questions?