DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY











Industrial Capabilities and Warstopper Program

Luis Villarreal
June 27 – 30, 2011



Agenda

- Warstopper Program
 - Warstopper Overview
 - RFI/RFQ Process
- eCAP
 - eCAP Overview
 - Frequently Asked Questions
- IBex



Warstopper Program Background



In Response DoD created Program Element 0708011S, Industrial Preparedness as provided in DoD 7045.7-H



Warfighter Readiness Solutions

Science & Technology

Innovation in Products

Title III

Establish Capability

War Reserve Material

War Reserve items

DMSMS

Manage obsolescence

Working Capital Fund

DLA Procurement Solutions

Warstopper

- Industry/Business Solutions
 - Mitigate surge constraints

Manufacturing Technology

- Lead Time Reductions
 - Lean Manufacturing

<u>DPAS</u>

Establish Priority



Warstopper Program Criteria

- Mission Essential or Critical*
- Low peacetime demand but high wartime demand*
- Limited shelf life*
- Long production lead time*
- Cost effective alternative to War Reserve Inventory**

^{*} Congressional guidance HR 102-311

^{**} DoDI 3110.60 War Reserve Materiel Policy



Industrial Base Preparedness

Benefit To The Industry

How The Program Works (Government Investment):

- Provide lean six-sigma analysis to maximize vendor capacity
- Provide industrial equipment
- Stage raw material, subcomponents, raw material buffers (vendor managed inventory)
- Award industrial base maintenance contracts to maintain vital domestic industry

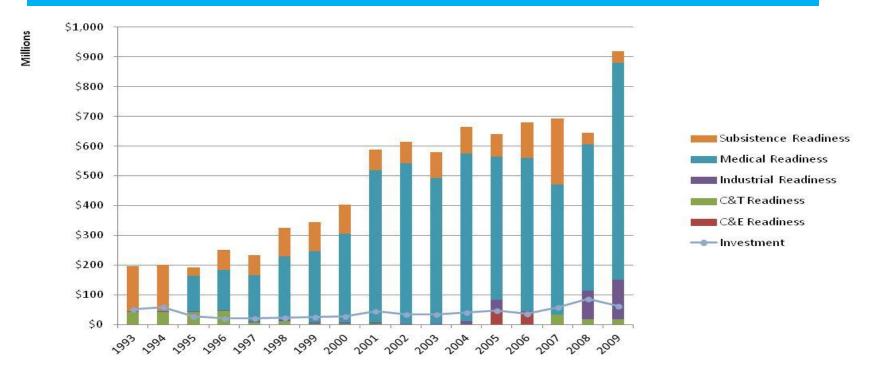




Return on Investment

Benefit To The Tax Payer

Equivalent War Reserve Material Offset versus Warstopper Investment



August 27, 2010 Warstopper Return on Investment Analysis

The Warstopper Program has led to cumulative inventory cost avoidance of over \$4.8B through the investment of approximately \$699M over the program's lifetime. After the costs of the investments, the total cost avoidance to DoD is over \$4.B. The resulting ROI is 6.9:1 over the program's life.



Sample Investments

Benefit To Warfighter



Marines attached to the 24th Marine
Expeditionary Unit,, lay down AM2 matting
while in Kandahar Province, Afghanistan.



Soldiers pull a tab to activate the UGR-E

- AM2 Matting: \$6.1M invested for long lead time extrusions that increase surge output by 85% in first 180 days.
 - Unitized Group Rations-Express: \$1.8M invested for Government-furnished equipment that increases surge output by 15% in first 180 days.



A Marine wears a flight suit made of NOMEX®

 Nomex® Fiber: \$1.37M invested in vendor managed buffer of Nomex fiber that increases surge output of fire retardant items by up to 54% in the first 180 days.



Operational Investments: Successes

Class IX Successes	Bradley Fighting Vehicle (BFV)	Reverse Osmosis Water Purification Sys	Nesatron Chamber	Cesium Lamp (IR Countermeasures)		
Weapon System(s)						
Supply Chain	Land	Land	Aviation	Aviation		
Warstopper Investment	Prepositioned long lead- time special steel					
Results of Investment	Reduced PLT from 571 to 77 days; 130% increase in production	Reduced PLT to > 30-days; with initial capability to ship immediately	Doubled capacity to 120 sets per month	360-day PLT reduced to 30-days		
Cost (ROI)	\$310K (8.4)	\$677K (2.0)	\$1.78M (3.0)	\$553K (2.2)		
Situation	Surged 1300% above peacetime level	Manufacturing capability lost-hurricane Katrina	Significant backorders existed during OIF/OEF	Service stocks exhausted prior OIF/OEF		
Execution	Race-supported increased overhaul/repair production of BFV transmissions		Investment accelerated the get well dates for project coded backorders	DLA issued order to fill lamp inventory prior to start of OIF – zero wartime backorders		



Warstopper RFI/RFQ Overview

- Offers proactive approach for identifying potential areas for Warstopper investments to address readiness concerns
- •Gives industry an avenue to identify issues that have limited their capability to meet go-to-war requirements
- RFI responses will be reviewed with potential for future competitive solicitations to pursue warstopper investments
- Cycle will be to request feedback in one FY and if appropriate, issue solicitation and award in the following FY



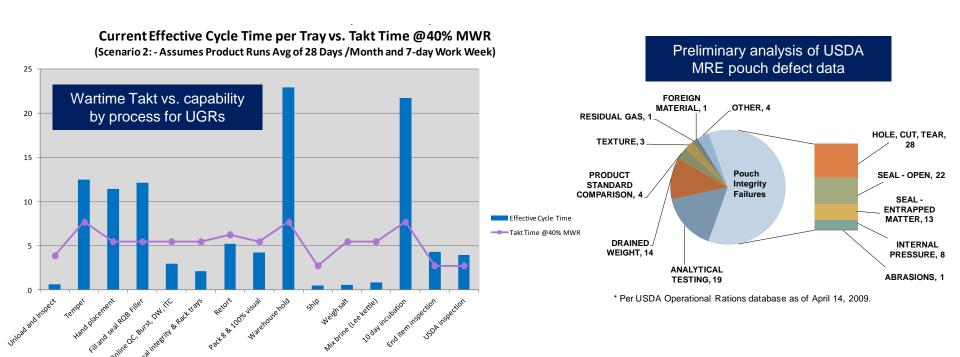
Lean Six Sigma (LSS) Studies

Data collection tools/ sources:

- Direct observation of specific processes
- Stakeholder interviews/ brainstorming
- SPC/ quality management system data
- Accounting data (labor costs rework)
- Converting paper records to e-data

Performance Metrics/ KPI:

- Wartime Takt vs. capability by process
- σ Rating
- First pass yield/ Cost of Poor Quality (COPQ)





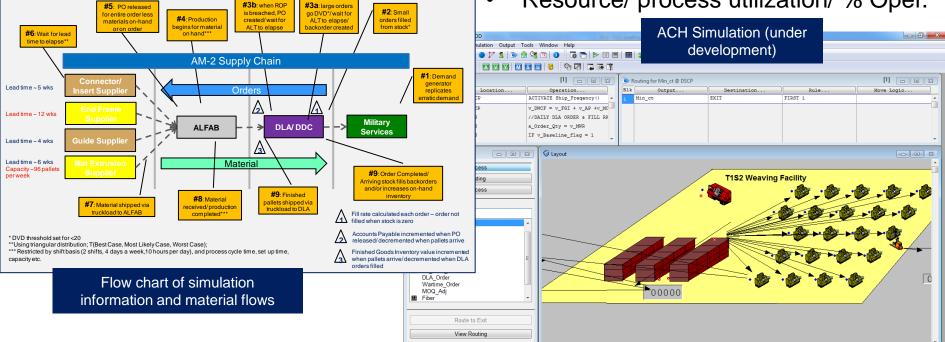
Supply Chain/ Manufacturing Simulations

Data collection tools/ sources:

- Tailored questionnaires
- Direct observation of specific processes
- Stakeholder interviews/ validation
- DLA requisition/supply data (DORRA/ DLA eMALL)

Performance Metrics/ KPI:

- Daily wartime output
- Average PLT
- Fill rate
- Average working capital
- Average inventory
- # Delivery Orders
- Resource/ process utilization/ % Oper.



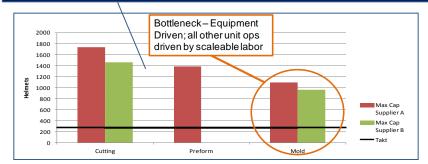


Product Level Industrial Base Studies – Focus Areas



Capability Analysis

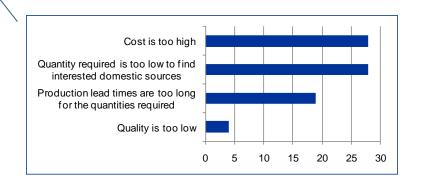
Objective: Measure normal/ max surge capability & assess opportunities to improve wartime readiness, e.g. pre-positioned materials/ add. capacity





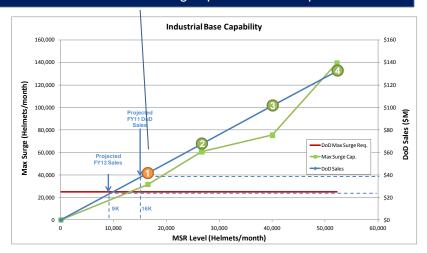
Acquisition Policy Issues

Objective: TBD based on policy issue related to IB. Example: Feedback from suppliers on problems with sourcing clothing components



Sustaining Critical Industrial Capabilities

Identify # suppliers that can be sustained based on projected demand and resulting impact on S&S capabilities



Data collection tools/ sources:



Tailored questionnaires, site visits, DLA requisition/supply data



Annual financial statements, fixed/variable cost data, capability analysis



Tailored questionnaires, supplier interviews, FAR, policy discussion documents, Federal Register Notices, DLA buy history, Trade Association websites



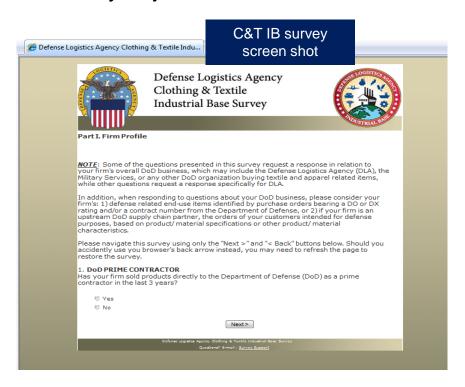
Industry Sector Studies

Data collection tools/ sources:

- Web based survey*
- Focus group review of survey questions (e.g. SMEs/ trade associations)
- DLA buy history (DORRA) and trade association member lists to identify suppliers
- DoC Bureau of Labor Statistics (BLS)
- ITA TradeStats Express
- Census Bureau Annual Survey of Manufacturers (ASM)
- Federal Reserve Industrial Production & Capacity Utilization
- Trade association websites/ data
- U.S. International Trade Commission publications
- Previous surveys, e.g. DoC BIS
- International Trade Commission (ITC)
- Federal Procurement Data System (FPDS-NG)

Performance Metrics/ KPI:

- TBD based on study objectives
- Response rate, e.g. 50%
- See back-up slides for sample C&T IB survey objectives



^{*}Some surveys with sensitive questions are better handled anonymously; In addition, survey management capabilities can help increase the response rate by sending out reminder emails to those that haven't responded. Web based surveys can also utilize skip logic to avoid irrelevant questions



Value of Studies

To DLA

- Deeper understanding of industrial base issues
- Identification of investment opportunities as an alternative to war reserve inventory
- Improved communications with industrial base
- Improved readiness position for critical items

To Industry

- Funded resources to complete objective analysis (i.e. LSS or value stream mapping)
- Able to provide a deeper level of data collection than otherwise may be practical
- Potential for DLA funding to resolve a lead-time, material or equipment issue if it improves readiness position

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY











Electronic Capability Assessment (eCAP) Plan

Aaron Craft



eCAP as Part of LTC Process



TNO.	3. SOLICITATION NO. SP0740-03-R-5786	SEALED X NEGOTIA	
3990 E. Broad: P.O. Box 16704		8. ADDR	
Columbus, Ott			

Solicitation w/ S&S released (FedBizOps/DIBBS)



Supplier follows instruction in solicitation and logs into eCAP



CAP Summary is a Binding Document Attached to Supplier's Bid



Supplier prints out CAP Summary



Supplier prepares eCAP

Solicitation Closes



CAP is reviewed to determine surge coverage offered which may be part of source selection criteria





Introduction

- The eCAP application collects a supplier's:
 - Capability to meet the wartime Surge and Sustainment (S&S) demand, and
 - Industrial base investment opportunities.
- Suppliers self-register to use eCAP and control access to their data
- Suppliers print self-assessment and submit with bid



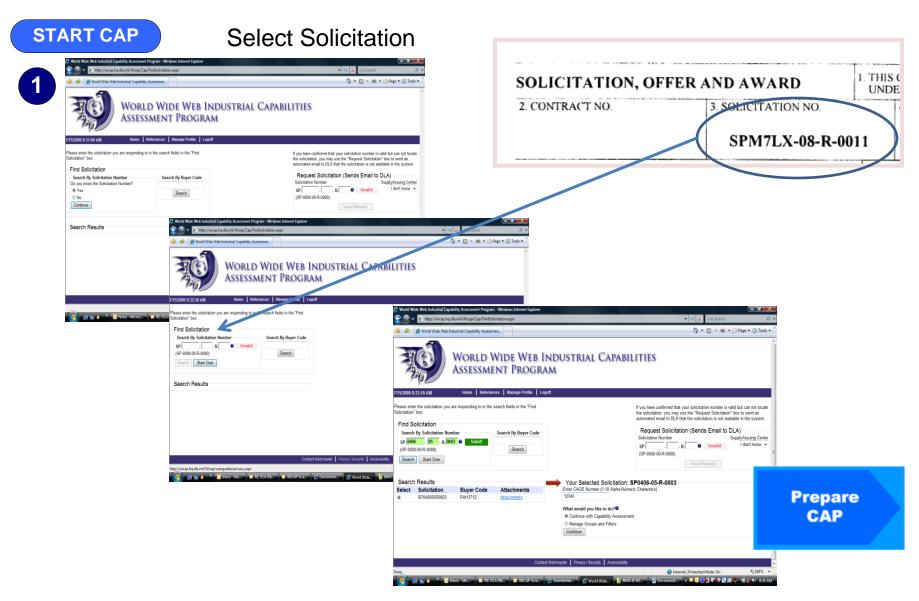
eCAP - Agenda

- System Login
- Select Solicitation
- CAP Self-Assessment:
 - Capability to deliver Services' go-to-war requirements
 - Production constraints preventing requirement delivery
 - Opportunities and costs to mitigate constraints
- Self-Assessment Reporting
 - Review
 - Print
 - Submit
- FAQ

19



eCAP - Select Solicitation



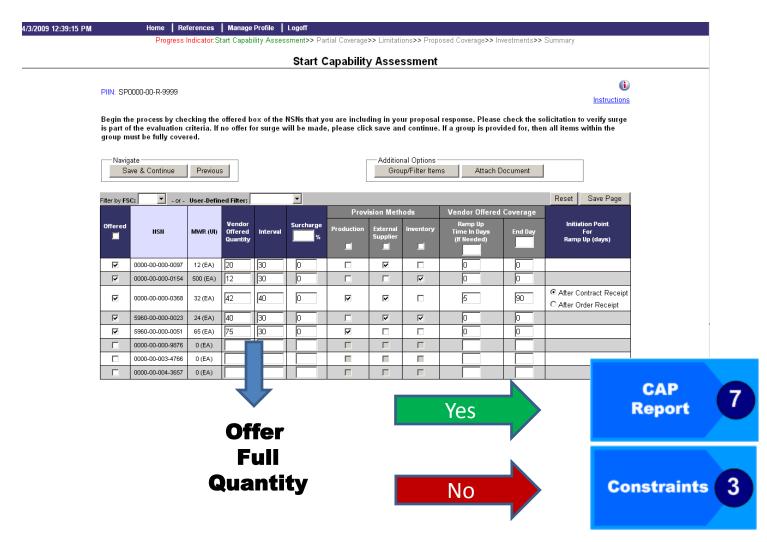


eCAP - Identify Capability

2



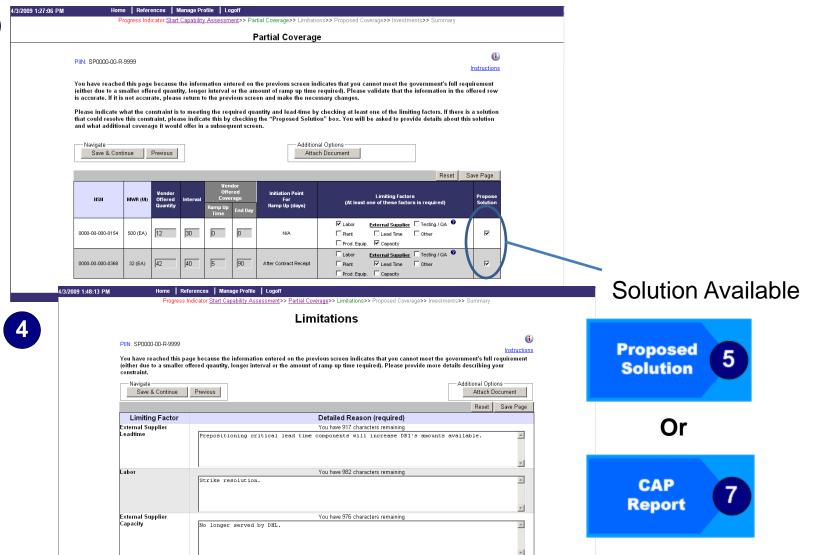
Start Capability Assessment



Contact Webmaster | Privacy / Security | Accessibility



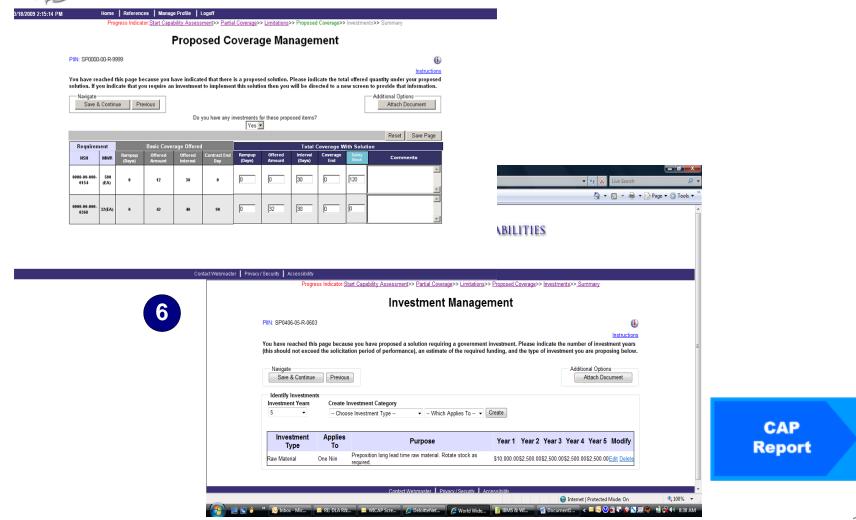
eCAP - Constraints





eCAP - Proposed Solution

World Wide Web Industrial Capabilities
Assessment Program





eCAP – Self-Assessment Report



CAP Summary

Company Name: Bearing Point
CAGE: 54321
Date Completed: 3/18/2009
Completed by: Joe Vendor
Solicitation Number: \$P000000R9999

(Formerly PIIN)

+

Part 1 - S&S Coverage Capability

Additional quantities of an item that must be shipped to DLA for each 30-day period, assuming you receive the order up to the full quantity at the beginning of each period.

NSN/GROUP	MWR	UI	Offered Amount	Offered Interval	Ramp Up Time In Days (If Needed)	End Days	(days)		Provision Methods	Limitations
0000-00-000-0097	12	EA	20	30	0	0	N/A	0	External Supplier	
5960-00-000-0023	24	EA	40	30	0	0	N/A	0	External Supplier, Inventory	
5960-00-000-0051	65	EA	75	30	0	0	N/A	0	Production	
0000-00-000-0154	500	EA	12	30	0	0 N/A 0		0	Inventory	Labor, Capacity
0000-00-000-0368	32	EA	42	40	5	90	After Contract Receipt	0	Production, External Supplier	Leadtime

- Review
- Edit
- Print
- Submit with Offer

Part 2 - Description of Constraints

The Offeror certifies that the constraint is factual

Catagory	Constraint Description spositioning critical lead time components will increase DBTs amounts availa Strike resolution.				
External Supplier Leadting	Prepositioning critical lead time components will increase DBI's amounts availab				
Labor	Strike resolution.				
External Supplier Capacity	No longer served by DHL.				

Part 3 - Proposed Solutions & Government Investments Required to Obtain S&S Coverage Capability

Part 3.1 - Coverage to be Gained

The Offeror certifies that they cannot deliver the stated quantities according to the surge delivery schedule without implementing the proposed solution. The Offeror also certifies that the solution offered is the most efficient method to resolve the S&S capability shortfall. If a government investment is required it is indicated in Section 3.2.

Numbers reflect data after the Proposed Solution is implemented.

NSN/GROUP	MWR	UI	Amount	Interval	Rampup Time	End Days	Safety Stock	Comments
0000-00-000-0154	500	EA	0	30	0	0	120	
0000-00-000-0368	32	EA	32	30	0	0	0	

Part 3.2 - Funding Requirement to Obtain S&S Coverage

Costs applicable to coverage gained on items in Part 3.1.

Investment Cost Details

Cost	Purpose	Applies To	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Long Lead-Time Components	sadfhisyke	One Nijn	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

Part 4 - Group Items Detail

Here is a break down of which items are incorporated into the groups mentioned above

Group Name NIIN(s) group 1

Part 5 - Uploaded

There are no Uploads for this Cap





eCAP - FAQ

Q: How do I get an account to access eCAP?

A: WICAP allows users to create their own accounts. Simply access the WICAP website, click the "New User Registration" link under the log in area and enter the requested data.

The first user to register under a CAGE code is the CAGE Administrator.
 The CAGE administrator is responsible for making all new accounts for their CAGE code.

Q: I forgot my password, how do I get a new one?

A: WICAP users are able to request a new password right from the WICAP website. Simply access the WICAP website, click the "Forgot Password?" link under the log in area and enter the requested data. You will need your username and email address in order to request a new password. If you do not have these pieces of information contact WICAP Support.



eCAP - FAQ

Q: How should "offered quantity" be stated?

A: Only state what you can do. Surge sourcing is built into eProcurement so expect surge orders.

Q: Is the offered surge quantity in addition to the peacetime delivery requirement?

A: Yes.

A: How do distributors select a provisioning method?

Q: It depends on whether they will deliver from distributor inventory or from external supplier.

A: Am I required to establish inventory?

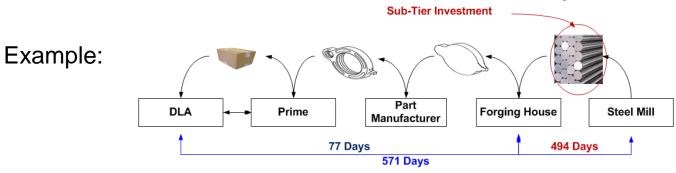
Q: No the Government is not specifying what you should do to meet the offered requirement. You should determine the method. Distributors should work with their sub-tier suppliers to obtain support agreements and/or to identify industrial solutions.



eCAP - FAQ

Q: If I need support for a sub tier supplier, should I include them in the solution investments required?

A: Yes, if the best value solution is to make an investment at the sub-tier level. No, if the best solution is to stock the finished sub-component item.



Q: How can I get more assistance?

A: An introduction to eCAP can be found on the WICAP website. Access WICAP and click the, "eCAP Walk-Through Document" link. If you need further technical assistance please contact WICAP Support using the Contact Webmaster (link available at the bottom of each WICAP webpage).

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY











IBEXIndustrial Base Extension Program

Joan Lutz



Industrial Base Extension Program (IBEX) Introduction

- Logistics readiness planning (sourcing) tool utilizing data from global logistic providers.
- Provides OCONUS sourcing information to government and military planners for manufacturing, logistics, storage and transportation.



Example of IBEX Successes

- Support to Haiti in response to Earthquake
- Sourcing of PM Steel for IRAQ
- Water support for Tsunami relief
- Kosher/Halal for Pakistan Earthquake
- OCONUS Steel Production for MRAP
- Cold Storage Containers for SWA
- Medical IV Bags sourced in Korea
- Transportation in the Philippines



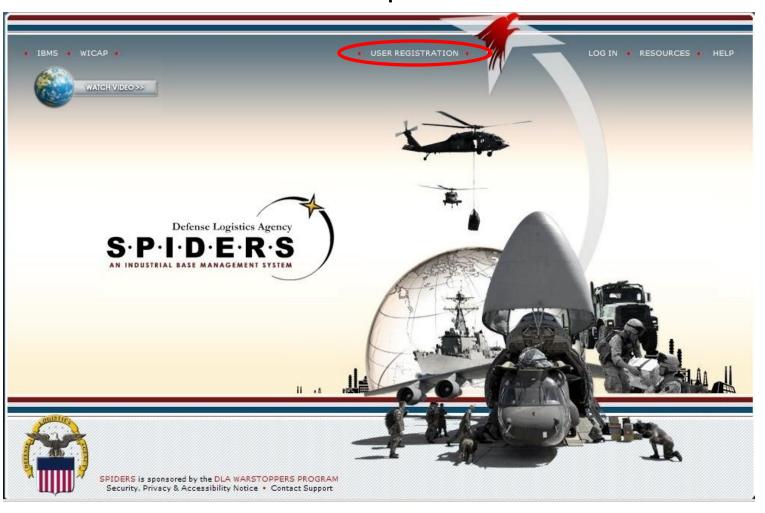
IBEX - Agenda

- System Login Via IBMS-SPIDERs
- Macro information for Global Support
 - Add Support Area
 - View Capabilities in Area
- Vendor Profiles
- Other Tools
 - Reports
 - Alerts
 - Collaboration



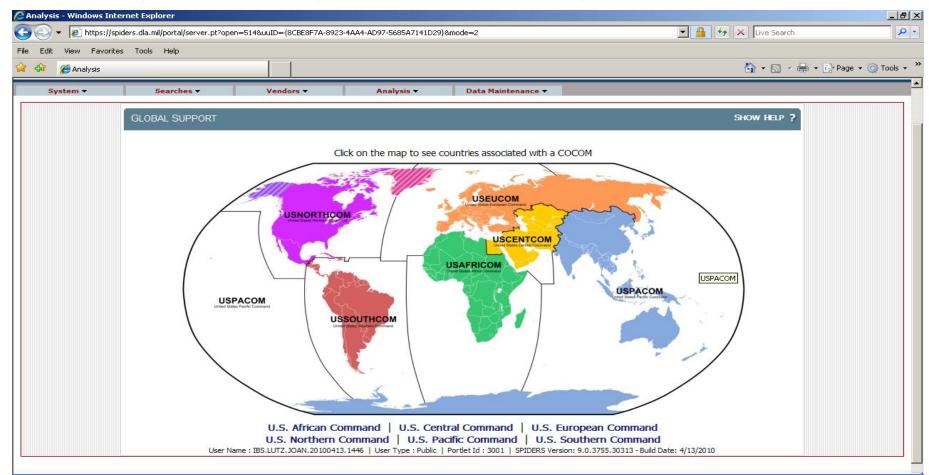
Access IBEX via SPIDERS System

 IBMS-SPIDERS is a secure web application that requires vendor users to be PKI compliant





MACRO Information Supports Unified Combatant Commands

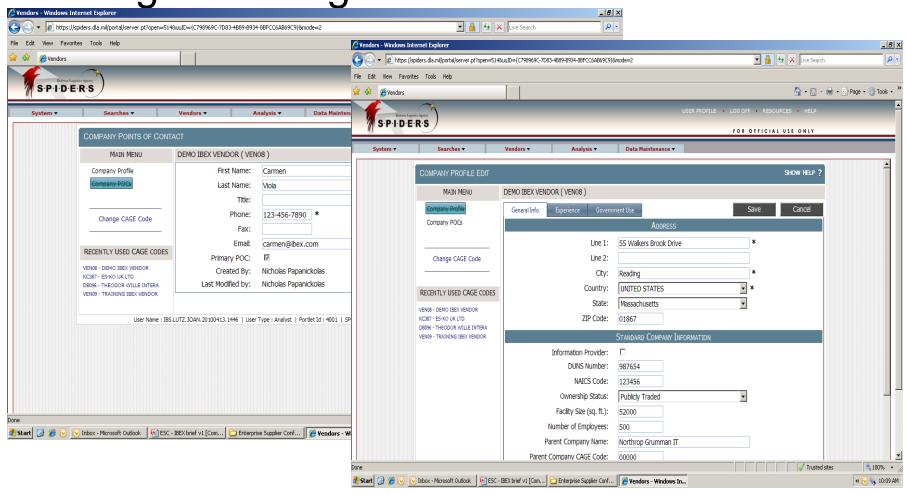


Objective: To maintain industrial base vigilance over OCONUS assets which can be utilized during a contingency or national emergency



Vendor Profiles

 Secure contact information used by IBEX Program Manger





DERS Support

Other Tools/Utilities

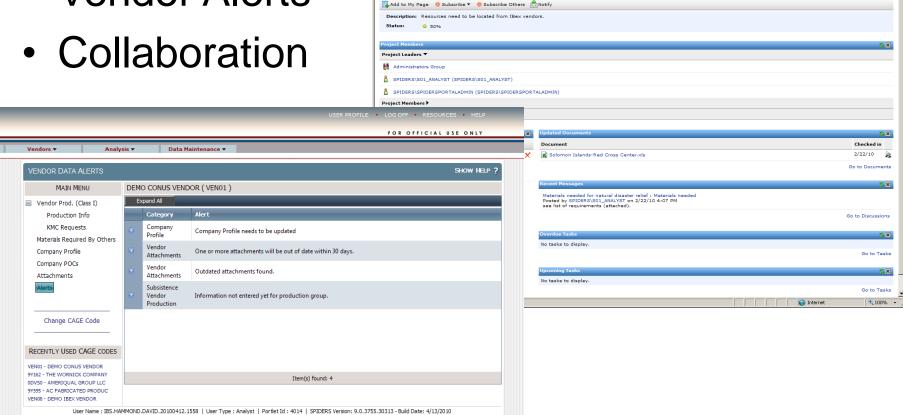
Dave's Project Haiti

https://parker.it-protect.com/portal/server.pt/gateway/PTARGS 0 205 212 201 295 43/http%38/angstrom.it-protect.com%3811930/collab/do/project/overview/projID=140#

🕸 Overview 🐧 Calendar 📦 Tasks 🍑 Documents 🧣 Discussion

Add Module 👸 Expand All 🚟 Collapse All 🗎 Default Layout

- Vendor Reports
- Vendor Alerts



3.

▼ 🐼 Certificate Error

Choose Project

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

