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

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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/
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=9](www.sellingtoarmy.info/user/showpage.aspx?SectionID=9)
- 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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- 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.
Contact Information:

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Questions?