NDIA Supply Chains Conference and Exhibition
Featuring Defense Logistics Agency (DLA) Land and Maritime Breakout Session
June 11–13, 2012
DLA Land and Maritime
Agenda

- Command Overview
- DLA Land and Maritime Supplier Operations Overview
- Strategic Acquisition Programs Directorate (SAPD) Overview
- Resolution Specialist Overview, “How Do I Get Paid?”
- PACE Overview (Procurement Automated Contracting Evaluation)
- Operation Full Press – “Seeking Vendor Participation”
- SRVA (Supplier Requirements Visibility Application)
- Break-out/Story Boards
DLA Land Leadership Team

DLA Land – Warren
Ms. Ellen Dennis
Mr. Victor Vaughn

DLA Land – Aberdeen
Mr. Doug Nevins
Mr. Stephen Bianco

DLA Land Supplier Operations
COL Christine Erlewine, USAF
Mr. Ben Roberts, Deputy
DLA Land Supply Chain
At a Glance

Columbus
268 K Items
$2.3B Sales
422 K Contract Actions
- Automotive Parts, Tracked and Wheeled Vehicles
- Batteries
- Tires and Tire Products
- Small Arms

5000+ Suppliers
Key SSA Vendors:
AM General
BAE Anniston/Fairfield/Sealy
GDLS
Oshkosh Truck

Warren
Primary Customer:
Products Supported:
Army Systems:
  Tactical Vehicles
  Combat Vehicles
  Petroleum & Water
  Bridging
  Watercraft

Aberdeen
Primary Customer:
Products Supported – C4ISR Systems
  C4 – Command, Control, Communications, and Computers
    I - Intelligence
    S - Surveillance
    R - Reconnaissance
Columbus

1.58 M Items
$1.9 B Sales
- Mechanical
  Pumps, Compressors, Valves, Hose & Tube, Fittings, Bearings, Packing & Gaskets
- Electrical
  Wire & Cable, Switches, Relays, Transformers, Antennas, Resistors, Microcircuits

230K Contract Actions
Worth $ 1.3B

775 Employees
19 Integrated Supplier Teams
2 Sites
4276 Suppliers comprised of Dealers and Manufacturers

Mechanicsburg

Primary Customer
Naval Supply Systems Command and NAVSUP Weapon System Support, Mechanicsburg PA

Products Supported – Systems
Hull, Mechanical, and Electrical Surveillance
Communications Combat Systems Aviation Ground Support Equipment
Spend Analysis by Federal Supply Class (FSC)

FSC Spend by ADV APR 12

34 FSCs hold 80% of the Spend ADV and 80% of the actual Obligations

Group 1: 1005, 2540, 2510, 6140, 4820 – Guns, Vehicle Parts, Batteries, Valves
Group 2: 5985, 4730, 2530, 3040, 5930 – Antennas, Fittings, Vehicle Parts, Switches
Group 3: 2590, 4720, 2541, 2610, 5935 – Transmission and Vehicle Parts, Hoses, Tires, Connectors
Group 4: 4810, 4320, 6135, 2620, 5965 – Pumps, Valves, Batteries, Connectors, Tires, Headsets
Group 5: 4710, 2520, 5945, 6110, 2910 – Filters, Pipes and Tubes, Engine Components, Relays
Group 6: 6130, 2815, 5998, 4330, 6145 – Convertors, Filters, Engine Components, Electrical Boards, Wire and Cable
### DLA Land and Maritime
#### Strategic Material Sourcing (SMS) Plan FY12-14

**LTCs still a key to improving customer support and lowering operational and material costs.**

<table>
<thead>
<tr>
<th>Sourcing Approach</th>
<th>FY12 Quarter</th>
<th>FY13 Quarter</th>
<th>FY14 Quarter</th>
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<tbody>
<tr>
<td><strong>Commodity Support Plan (CSP)</strong></td>
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<td>- FSC’s 5961/2</td>
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<td>- FSC 4730</td>
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<td>- FSC 2510</td>
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<td>- FSC 25-- Hubzone</td>
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<td>- FSC 25-- Belts, Covers</td>
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<td>- FSC 5935</td>
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<td>- FSC 4730</td>
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<td>- FSC 26-- SDV0SB</td>
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<td>- FSC 5340</td>
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<td>- FSC 5945 Relays (QPL 1)</td>
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<td>- FSC 5945 Relays (QPL 2)</td>
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<td>- FSC 1005 Gun Parts</td>
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<td>- FSC 4820</td>
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<td>- FSC 4720</td>
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<td>- FSC 25--Veh Parts</td>
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<td><strong>Weapon System</strong></td>
<td>MRAP</td>
<td>MRAP</td>
<td>MRAP</td>
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<tr>
<td><strong>Customer</strong></td>
<td>TSI</td>
<td>IPV-TYAD</td>
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</tbody>
</table>

**PROJECT PIPELINE**

<table>
<thead>
<tr>
<th>PROJECTS</th>
<th>ADV</th>
<th>NIINs</th>
</tr>
</thead>
<tbody>
<tr>
<td>390</td>
<td>$459M</td>
<td>17,008</td>
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</table>

**PBL Opportunities**

<table>
<thead>
<tr>
<th>Supported System</th>
<th>Document</th>
<th>DLA Role</th>
<th>Support Scope</th>
<th>Associated Parties</th>
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</thead>
<tbody>
<tr>
<td>CVN 76, 77 800 ton A/C plants and chlorinators, CVN 78 1100 ton A/C plants and chlorinators</td>
<td>Contract</td>
<td>Contracting Auth.</td>
<td>TBD</td>
<td>DLA/PEO Carriers/Contractor TBD</td>
</tr>
<tr>
<td>Littoral Combat Ship Flight 0</td>
<td>Depot Agreement/PBA</td>
<td>Depot Partnership Parts Support</td>
<td>Parts Integrator Depot Support</td>
<td>DLA/PMS 378/ Austal/ Lockheed Martin</td>
</tr>
</tbody>
</table>

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*Note: The table above includes information on PBL opportunities, supported systems, documents, DLA roles, support scopes, and associated parties.*
# DLA Land and Maritime FY11, FY12, and FY13 Joint Opportunities

<table>
<thead>
<tr>
<th>Contractor</th>
<th>DLR NSNs</th>
<th>DLR ADV</th>
<th>Cons. NSNs</th>
<th>Cons. ADV</th>
<th>Status / Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>L-3</td>
<td>8</td>
<td>$5.2M</td>
<td>3</td>
<td>$159K</td>
<td>Awarded 5-Year IDIQ – March 2011</td>
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<tr>
<td>Thales</td>
<td>5</td>
<td>$8M</td>
<td>42</td>
<td>$12.7M</td>
<td>Target Award Date – July 2012</td>
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<tr>
<td>Harris</td>
<td>12</td>
<td>$9.3M</td>
<td>89</td>
<td>$11M</td>
<td>Target Award Date – July 2012</td>
</tr>
<tr>
<td>LRAS 3-Raytheon</td>
<td>31</td>
<td>$29M</td>
<td>78</td>
<td>$3.1M</td>
<td>Target Award Date – February 2013</td>
</tr>
</tbody>
</table>
Why Are Resolution Specialists Involved?

“Why Don’t I Get Paid?”

• Payment is made based on the latter date of the receipt of a valid invoice or Government acceptance (unless fast payment procedures are authorized).

• Acceptance is based on:
  ➢ Material
  ➢ Quantity
  ➢ Price
  ➢ Receipt Location
  ➢ Shipping, Packaging, Marking Requirements
  ➢ Receiving Documents

• When there’s a problem, the Resolution Specialist Investigates!
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.
And the #1 reason why payments are delayed:

Materials shipped to the wrong location (all contract line items shipped to one location.)
Other Tips and Suggestions

- 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
- Recommend placing shipment commercial tracking numbers in Wide Area WorkFlow (WAWF) Receiving Report
Helpful Websites


- [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 WAWF

POCs:  
Stephen.F.Byus@dla.mil: (614) 692-9453  
Angela.Wood@dla.mil: (614) 692-5271
Procurement Automated Contract Evaluation (PACE) 2nd Look Team Overview

Ms. Kelly Penwell
• PR is generated by supply and shows in the buyer of record’s workload for the 14 day solicitation period
  ➢ 85% of Small Purchases are Auto-Solicited

• PACE system attempts to award fully-automated
  ➢ Fast PACE

• Buys not fully awarded on original closing date may go to:
  ➢ Buyer of Record
  ➢ Auto extend
  ➢ 2nd Look Team
• **2\textsuperscript{nd} Look Award** – PACE Team Buyer evaluates system-proposed award, gets additional info if needed, and makes award to same vendor the program proposed ("V" in 9\textsuperscript{th} Position of PIIN Award Number)

• **3\textsuperscript{rd} Look Award** – PACE Team Buyer evaluates system-proposed award, and determines that it is in the best interest of the Government to award to a different vendor than the program proposed ("MV" in 9\textsuperscript{th} and 10\textsuperscript{th} Position of PIIN Award Number)

• **PACE Rejected PRs** – PRs that the PACE Team cannot make a “fast” decision on the awardee (tech issues, pricing problems, etc.), and rejects and reassigns the PR to the floor buyer of record ("M" in 9\textsuperscript{th} Position of PIIN Award Number)
Questions?

Points of Contact - Kelly.Penwell@dla.mil : (614) 692-9003
Susan.Knisley@dla.mil : (614) 692-1274
Land and Maritime Operation Full Press

• What: Response to DLA Director’s Challenge to:
  ✓ Reduce Backorders
  ✓ Reduce Aged PRs
  ✓ Improve Material Availability
  ✓ Reduce Costs
  ✓ 100% On-Time Delivery

• How You Can Help:
  ➢ Expedite Quote Response Time
  ➢ **Sharpen Your Pencil!**
  ➢ Target Population: 15,000 PRs
  ➢ Execution Timeframe – 30 days
  ➢ Submit Quote to Mailbox [Operationfullpress@dla.mil](mailto:Operationfullpress@dla.mil)
  ➢ Contact Heather Testa and Ashley Riesbeck

**Big Ideas:** Delight our Customers
Be Smart Buyers of the Right Stuff
Improve Process and Productivity
Supplier Requirements Visibility Application (SRVA)

- Provides 24 months of Sale Forecasts.
- There are 3 search options: HTML, Spreadsheet, or Delimited.
- Information can be obtained by entering a NIIN or FSC.
- Must be a registered DIBBS user.
- Can be located on the DIBBS website: https://www.dibbs.bsm.dla.mil/
Open Dialogue