Agenda

- JBG Introduction
- OEM Partnerships
- Assistance Available
- DLA Partnerships
# JBG Introduction

## Who Are We?

### Jamaica Bearings Group

<table>
<thead>
<tr>
<th>Value Added</th>
<th>Organizations</th>
<th>US Stocking Locations</th>
<th>Primary Markets</th>
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</thead>
<tbody>
<tr>
<td>Production Supply Chain Management</td>
<td>Jamaica Bearings</td>
<td>New Hyde Park, New York - HQ</td>
<td>Aerospace,</td>
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<tr>
<td>Performance Based Logistics</td>
<td>Jamaica Aerospace</td>
<td>Miramar, Florida</td>
<td>Defense,</td>
</tr>
<tr>
<td>After Market Supply Chain</td>
<td>Jamaica Miniature PPD</td>
<td>Camarillo, California</td>
<td>Rail &amp; Transit,</td>
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<tr>
<td>Kitting</td>
<td>Cambridge Engineering</td>
<td></td>
<td>Semi-con, Medical, Motion &amp; Flow control</td>
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<td>Value Added Engineering</td>
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</tbody>
</table>
JBG Introduction
Who are we?

- Complete Precision Engineering Laboratory
- NDT Testing
- Alternate Source Development - Sole Source Breakout
- FAA/PMA and Military SARs
- Class 6/ISO 14644 Certified Clean Room and Class 1 Workstations
JBG Introduction
Who are we?

- Production / New Build Kits
- Overhaul & Maintenance Kits
- Modification Kits
- Tailored Requirements
- Auto-replenishment
USG/DLA/DOD AWARDS

- 7 Consecutive DLA ABVS (Automated Best Value System) awards

2009 SBA Butland Family Owned Business of the Year Award.

2011 DOD/DLA Vendor Excellence Award

2012 DOD/DLA Vendor Excellence Award

2014 SBA Subcontractor of the Year Award
JBG Introduction
Quality

• **Management:**
  - Six Sigma “Black Belt”
  - Six Sigma “Champion”

• **Certifications:**
  - AS 9120:2002 ISO9001:20008
  - AC0056 Certified

• **Designated Quality Systems:**
  - United Technologies
  - Honeywell
  - Parker
OEM Partnerships

• Partnering with Large OEM primes/Tier 1 manufacturers.
  – *Know Your Niche*
    • New product inventory
    • Reduced vendor base
    • Economies of scale MRP planning, lean mfg
    • Specialized customer focus
Assistance Available

• PTAC – Procurement Technical Assistance Centers
  – The PTACs are often an underutilized resource
  – https://www.sba.gov/tools/local-assistance/ptac

• Office of Small Business Programs (DLA)
  – DLA Land & Maritime – Training, Knowledge and Opportunities (TKO) training

• U.S. Small Business Administration (SBA)
  – District Office and SBA Procurement Center Representative
• RPPOB – formerly known as “bailment” is another great resource for new products

• Federal regulations:
  – CFR, FAR, DFARs, DLAD, PGI - Know the regulations that are pertinent to your “niche”
  – Not just about what you “can’t” do, but what you “can” do.
DLA Partnerships

- SSAs – Strategic Supplier Alliance
- SCAs – Supply Chain Alliance
- COIs – Captains of Industry
On 9 April 2015 Under Secretary Kendall issued the implementation directive for BBP 3.0, “Achieving Dominant Capabilities through Technical Excellence and Innovation”

<table>
<thead>
<tr>
<th><strong>Ten Basic Principles</strong></th>
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<tr>
<td><strong>Continuous Improvement</strong></td>
<td>• Incentives Work</td>
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<tr>
<td>• Data Should Drive Policy</td>
<td>• Competition…Most Effective Incentive</td>
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<tr>
<td>• Critical Thinking Necessary for Success</td>
<td>• <strong>Defense Acquisition is a Team Sport</strong></td>
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<tr>
<td>• Controlling Lifecycle Costs</td>
<td>• Technological Superiority is at Risk</td>
</tr>
<tr>
<td><strong>People Matter Most</strong></td>
<td>• Courage to Challenge Bad Policy</td>
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</tbody>
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In Closing……

• “Don’t be competitor focused, be customer focused” – Jeff Bezos

• DLA and Industry partners should have a single focus…………War Fighter Support!
In Closing...

Questions