

Providing Supplies to the Military Services



“Use of the Defense Logistics Agency Internet Bid Board System For Supply Chain Security”

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Doing Business through DLA DIBBS

1

1. Resell the requested parts

- ✓ Acquire exact NSN quote from the OEM and submit to RFQ as a reseller
- ✓ You are responsible for packaging, insurance, shipping and testing of product at point of receipt.

2

2. Propose your product be added to an existing NSN

- ✓ Source Approval Request (SAR) must be filled out (20 pages) to ensure the exact product can be built
- ✓ Technical drawings must be acquired – only 40% of existing NSN products have technical drawings available.

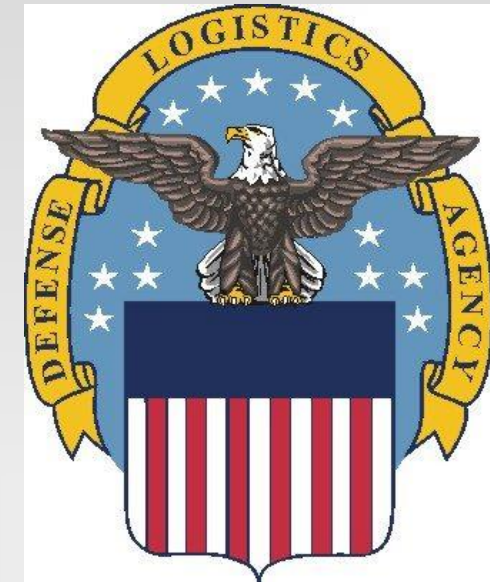
3

3. Acquire an NSN for your existing products

- ✓ Product must have an existing military customer – they must request the NSN for you
- ✓ Request must be made to respective Engineering Support Activity (ESA)

DLA Internet Bid Board System (DIBBS)

- DIBBS is a web-based application that allows you to search for, view, and submit secure quotes on Requests for Quotations (RFQs) for DLA items of supply. DIBBS also allows users to search and view Requests for Proposals (RFPs), Invitations for Bid (IFBs), awards, and other procurement information related to DLA
- 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



DIBBS Account Creation

DIBBS SuperUser account:

- Company must be registered in SAM first
- Go to the DLA/DIBBS home page
- Click on Vendor Registration
- DLA/DIBBS is linked with the SAM system.
- DLA/DIBBS will pre-fill certain registration information (company name; business address; DUNS number; SAM registration point of contact (POC); contact telephone number; and, contact email/fax address) from the SAM the first time a representative for a CAGE starts the DLA/DIBBS registration process
- Full DIBBS registration is a two step process where you fill out the required fields in the online registration form and submit
- DIBBS will then mail you a postcard to the address associated with your CAGE record in SAM
- The postcard will contain a PIN number. When you receive the postcard, go back into your DIBBS registration, enter the PIN and submit. Your registration in DIBBS will be complete. DIBBS states that you should expect to receive your postcard in about 10 days from the time you complete your initial part of the registration.



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Enterprise Business Systems
DLA Internet Bid Board System (DIBBS)

DIBBS user account

- The person who is the Super User (created the company account in DLA/DIBBS and SAM) must add you to the authorized user list
- They must log into DLA/DIBBS, click on Account and then click on Add Account and enter your name, phone and email
- You will receive an email with a link to DLA/DIBBS registration followed by a second email with a temporary pin
- Follow the instructions using the PIN and finish creating your account by providing a password.



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DLA Major Subordinate Commands “Who buys what stuff.”

- [DLA Troop Support, Philadelphia](#)
Manages the supply chains for food, textiles, construction material, industrial hardware and medical supplies and equipment, including pharmaceuticals.
- [DLA Aviation, Richmond, Virginia](#)
Manages the supply chain for aviation weapons systems repair parts, flight safety equipment, maps, environmental products and industrial plant equipment.
- [DLA Land and Maritime, Columbus, Ohio](#)
Manages the supply chain for ground-based and maritime weapons systems repair parts, small arms parts and fluid-handling systems. (RADIAC; Oscillators; Frequency Devices)
- [DLA Energy, Fort Belvoir, Virginia](#)
Manages the supply chain for petroleum and lubrication products, alternative fuel/renewable energy, aerospace energy; provides fuel quality/technical support, fuel card programs and installation energy services.
- [DLA Distribution, New Cumberland, Pennsylvania](#)
Provides storage and distribution solutions/management, transportation planning/management, logistics planning and contingency operations; operates a global network of distribution centers.
- [DLA Disposition Services, Battle Creek, Michigan](#)
Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.

DLA DIBBS Searches



- Solicitations are posted daily
 - RFQs: under \$250k
 - RFPs: Over \$250k
- Proposal to award within 2 weeks
- Proposals due 1 week from solicitation date
 - Automated solicitations are also known as T-Quotes because of the "T" in the 9th position of the solicitation number e.g. SPE4A1- 19-T-2160.
 - Manual Solicitations will have a letter "Q" in the 9th position of the solicitation number e.g. SPE4A1-19-Q-2019.
- Award announced within 1 week of deadline

Custom Queries
Search the RFQ Database.

RFQ DATABASE SEARCH

Search Categories: NSN/Part Number

Search Value(s):

NSN/Part Number
Enter search values on a single line with or without a comma separator.
Wildcard Permitted: Yes
MIN Value Length: 5
MAX Value Length: 45
Acceptable Chars: a-z A-Z 0-9 * , -
Example »5962011231234

CLEAR SEARCH

Scope. Show RFQs only for:
Open - RFQs available for quoting

Sorted by: NSN

Show Only:

- ☐ Automated Indefinite Delivery Contract AIDC
- ☐ Items with Technical Documents
- ☐ Fast Award Candidates
- ☐ Small Business Set-Asides SB
- ☐ HUBZone Set-Asides HUBZone
- ☐ Service Disabled Veteran Owned Small Business Set-Asides SDVOSB
- ☐ Woman Owned Small Business Set-Asides WOSB
- ☐ Economically Disadvantaged Women Owned Small Business Set-Asides EDWOSB
- ☐ Combined Set-Asides
- ☐ Unrestricted/Not Set-Asides U

RFQ Solicitation Text Search
Search open RFQ solicitation documents for words or phrases.

RFQ SOLICITATION TEXT SEARCH

Query String:
{(CONVERTER,FREQUENCY) OR {OSCILLATOR}OR {QUARTZ} OR {(OSCILLOSCOPE}

Modified: last 7 days Enter search Value(s)

Sort: Best Match

Filter:

- ☐ Automated Indefinite Delivery Contract AIDC
- ☐ Items with Technical Documents
- ☐ Fast Award Candidates
- ☐ Small Business Set-Asides SB
- ☐ HUBZone Set-Asides HUBZone
- ☐ Combined Set-Asides
- ☐ Service Disabled Veteran Owned Small Business Set-Asides SDVOSB
- ☐ Woman Owned Small Business Set-Asides WOSB
- ☐ Economically Disadvantaged Women Owned Small Business Set-Asides EDWOSB
- ☐ Unrestricted/Not Set-Asides U

CLEAR QUERY

Doing Business with DLA DIBBS

1

1. Resell requested part

- Acquire exact NSN quote from OEM and submit to RFQ as a reseller
- Responsible for packaging, shipping and testing of product

2

2. Propose product be added to existing NSN

- Source Approval Request (SAR) must be filled out (20 pages) to ensure the exact product can be built
- Technical drawings must be acquired

3

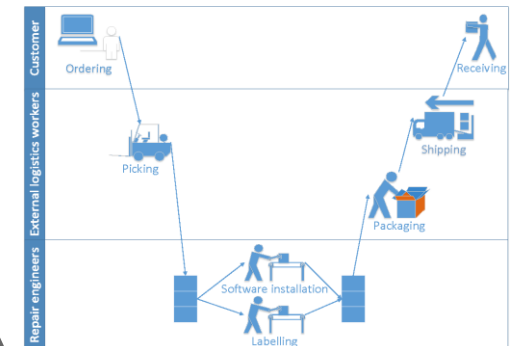
3. Acquire NSN for existing products

- Product must have an existing military customer
- Request must be made to respective Engineering Support Activity (ESA)

Option 1.

Resell Requested NSN

- Request/negotiate quote from OEM for exact part requested
- Submit quote to DLA DIBBS with margin. Must consider:
 - Packaging
 - Shipping
 - Logistics
 - Insurance
 - First Acceptance Test
- Exclusive reseller agreement with OEM may be of interest



Option 2. Proposing Alternative Items

1. Use a "Source Approval Request" (SAR).
Template Attached -20 appendices
 - This allows DLA to send your data to the Military Services for their review and approval.
 - Once approved, your company CAGE and part number are added to the NSN.
 - Requires acquiring technical drawings - Customer may or may not have available – many are export controlled.
2. Propose to RFQ as an "Alternative Item"
 - Propose part that is not the NSN as an alternative item
 - Unlikely that the buyer will hold up the buy, especially if it is an automated solicitation

BY ORDER OF THE COMMANDER
AIR FORCE MATERIEL COMMAND

AIR FORCE MATERIEL COMMAND
INSTRUCTION 23-113
14 DECEMBER 2010
Material Management

PRE-AWARD QUALIFICATION OF NEW OR
ADDITIONAL PARTS SOURCES AND THE
USE OF THE SOURCE APPROVAL
REQUEST (SAR)

COMPLIANCE WITH THIS PUBLICATION IS MANDATORY

ACCESSIBILITY: Publications and forms are available on the e-publishing website at www.e-publishing.af.mil for downloading or ordering.

RELEASABILITY: There are no releasability restrictions on this publication.

OPR: HQ AFMC/A4UE
Supersedes: AFMCI 23-113, 29 Aug 2007

Certified by: AFMC/A4
Pages: 67

This instruction implements Federal Acquisition Regulation (FAR) Subpart 9.2 -- *Qualifications Requirements* which is implementing 10 U.S.C. 2319 and 41 U.S.C. 253c, DoD 4140.1-R, DoD Supply Chain Materiel Management Regulation and AFPD 23-1, Materiel Management Policy And Procedures by prescribing policy and procedures to implement the manufacturing Source Approval Request (SAR) process throughout Air Force Materiel Command (AFMC). It is applicable to any organization which is managing items (both Critical Application/Safety Items - CAls/CSIs, and non-CAls/CSIs) for AFMC. While primarily applicable to the Air Force Global Logistics Support Center (AFGLSC), and Air Logistics Centers (ALCs), it would apply to any items managed by weapon system at Product Centers. The Competition In Contracting Act of 1984 (PL 96-369) established requirements to increase competition in defense procurements. The source approval requirements and process described within this instruction are not intended to restrict competition, but rather to provide for consistent application of the process through consistent documentation as required by FAR 9.202. This instruction should be used in conjunction with the joint service Source Approval and Management handbook, but this instruction takes precedent if there are conflicts with the handbook. It is to be used by all AFMC organizations and its contractors to provide war-winning capabilities - on time, on cost. This instruction is applicable to the repair source approval process, but the appendices, which provide checklists and format, are only applicable to new manufacture. This publication applies to the Air National Guard (ANG). This publication applies to Air Force Reserve Command (AFRC) Units. Ensure that all records created as a result of processes prescribed in this publication are maintained in accordance with AFMAN 33-363, *Management of Records*, and disposed in accordance with the Air Force Records Disposition Schedule (RDS) located at <https://www.mil.af.mil/afmms/afmms/afmms/rms.cfm>

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* These sections are not applicable to a Category 20 (New Manufacture) SAR package

SOURCE APPROVAL REQUEST

NSN 1440-01-281-1201 P/N XXXXXX.X

Page Code: XXXXX

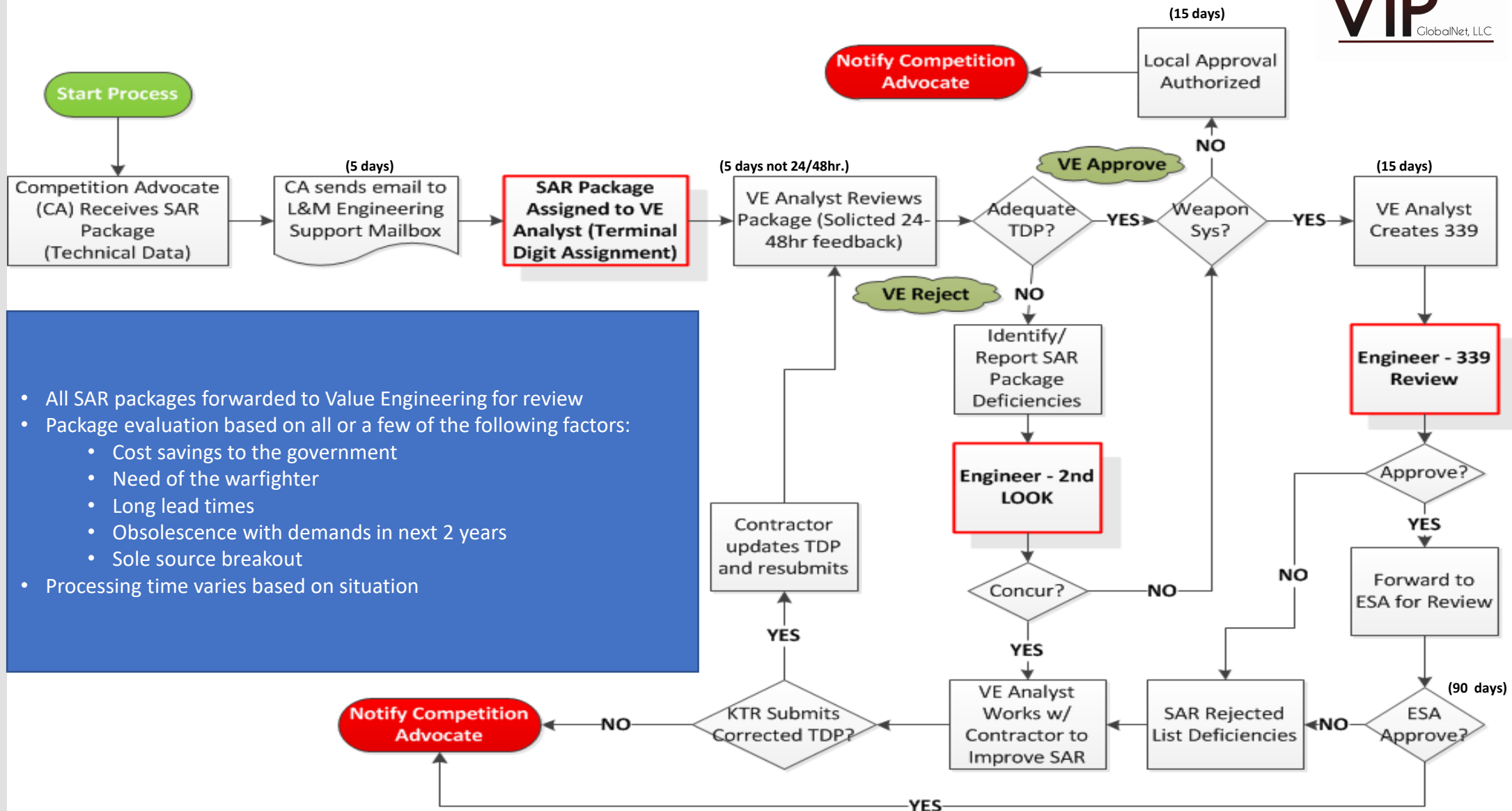


Option 2.

Source Approval Request Process

- Identify potential items (NSNs) of interest
 - Search...DIBBS, Haystack, SERVA (PTACs can help)
 - FSCs, item description, characteristics, OEM CAGE
 - DLA candidate list's
 - Obsolescence / limited competition
- Assemble SAR package data (follow guide)
 - Company information (manufacturing and quality)
 - Current part data and your data
 - SAR guide categories (OEM Data)
 - Reverse Engineering (OEM Part)
 - Business case
 - Actual data and/or test plan
- Submit SAR package
 - As Alternate Offer (AO) (open solicitation)
 - To Contracting Officer
 - To Competition Advocate Office (CAO)/AO Monitor
 - As Source Approval Request (no active solicitation)
 - To Competition Advocate Office (CAO)/AO Monitor
- Government reviews
 - CAO
 - Initial review, log case, notification
 - Value Engineering (VE)
 - Business case, technical review, tracking, contractor awareness
 - Engineering Support Activity (ESA)
 - Weapon system engineering evaluation)

Source Approval Request – Technical Review Process



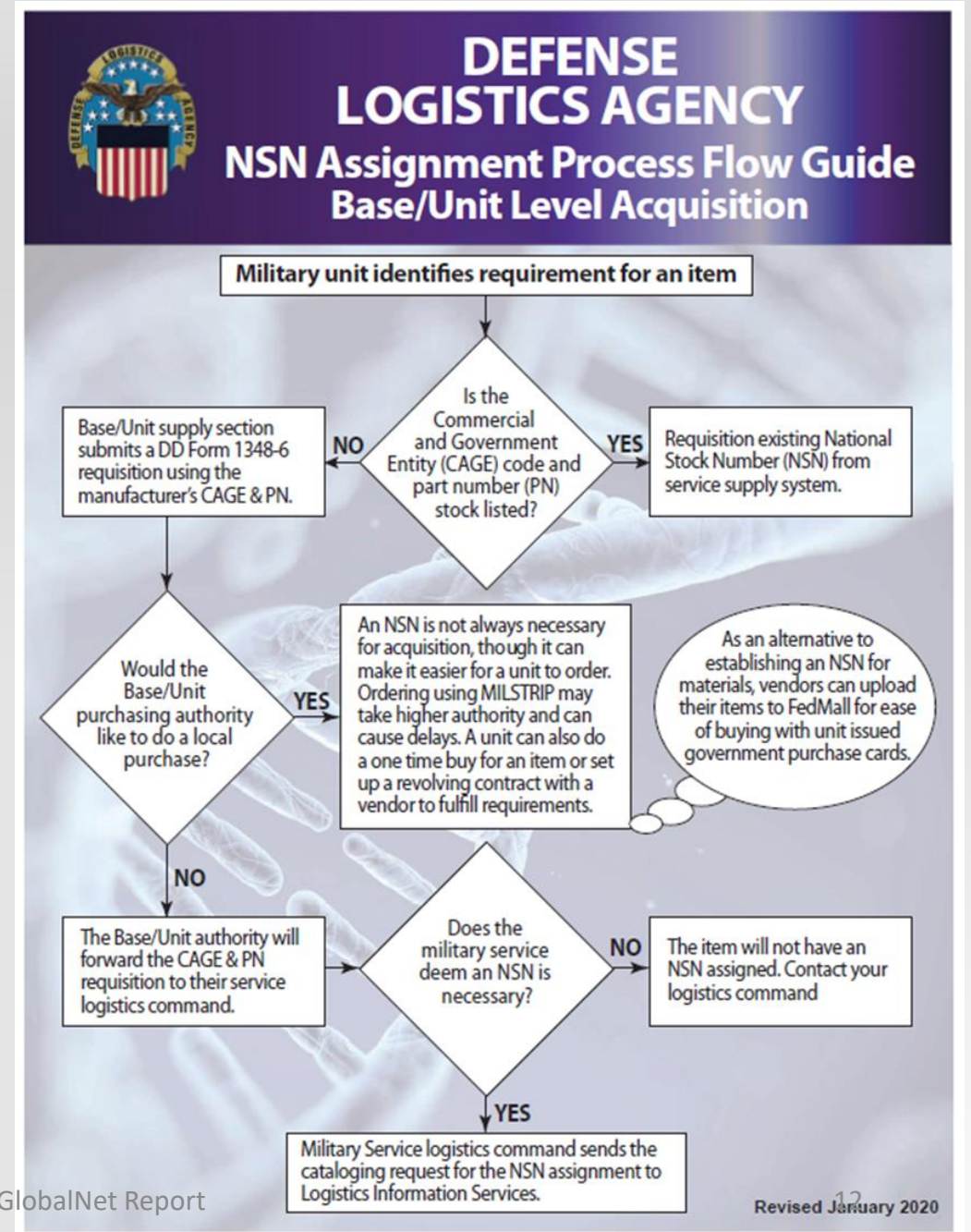
Option 2. SAR Flowchart

Option 3.

Get an NSN for Your Existing Products

The best answer, but must have the customer help:


- Seek a new NSN for each Product/item, but this must be done through existing military customers
 - Find and speak with their Engineering Support Activity (ESA) from each military customer
 - Air Force Materiel Command is the ESA for the USAF
 - Ensures lifecycle support and interoperability




cFolders

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DLA Internet Bid Board System (DIBBS)


- DLA Collaboration Folders (cFolders) contains Bidsets and Engineering Data Lists (EDLs).
- cFolders contains the technical specifications that can be used to manufacture the NSN part.
- As stated previously, only a few NSNs have available Technical documents on cFolders.
- Some specifications are ITAR controlled and requires JCP certification:
 - Fill out the DD2345 form.
 - Once approved and cFolders is updated with your information, you can access export control data.
- cFolders account is linked with a DIBBS account, however, the account password for cFolders is different

Solicitation #	Status	Issue Date	Return By
SPE7M5-20-T-358P U EProc	Open 	08-14-2020	08-24-2020

Documents:

Solicitation:  [SPE7M520T358P.PDF](#)
No Attachments

Item/Tech Data/Purchase Request:

#	NSN/Part No.	Nomenclature	Technical Documents	Purchase Request QTY
1	5955-01-417-8936	OSCILLATOR, NONCRYST	 Tech Docs	0085734719 Qty: 3

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References



- Interviews of DLA DIBBS Representatives:
 - John Blaine, John.Blaine@dla.mil
 - JAMES SECRIST, DLA Land and Maritime, James.secrist@dla.mil
 - Konni Small, DLA Aviation, Konni.Small@dla.mil
 - Donna Brino-Blackwell, DLA Land and Maritime, Donna.Brino-Blackwell@DLA.Mil
- <https://www.dla.mil/LandandMaritime/Offers/Services/TechnicalSupport/ValueMgtDiv.aspx> (Scroll down to find Source Approval Request)



We provide business development, capture management, and market intelligence services to companies in the intelligence community and the DoD.

We support our client's meetings with government agencies, potential prime contractors, potential teammates, and potential partners, all with the purpose of driving and closing business.

- ✓ BUSINESS MANAGEMENT CONSULTING
- ✓ SUPPORT TO YOUR EXISTING PIPELINE PROCESS
- ✓ OPPORTUNITY SEEKING
- ✓ TONE AND CENTERS OF GRAVITY (COG)
- ✓ DRIVING PRODUCTS TO THE US GOVERNMENT & OTHERS

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Mequon, WI 53092 United States



National Stock Number NSN

Q4 CY2020



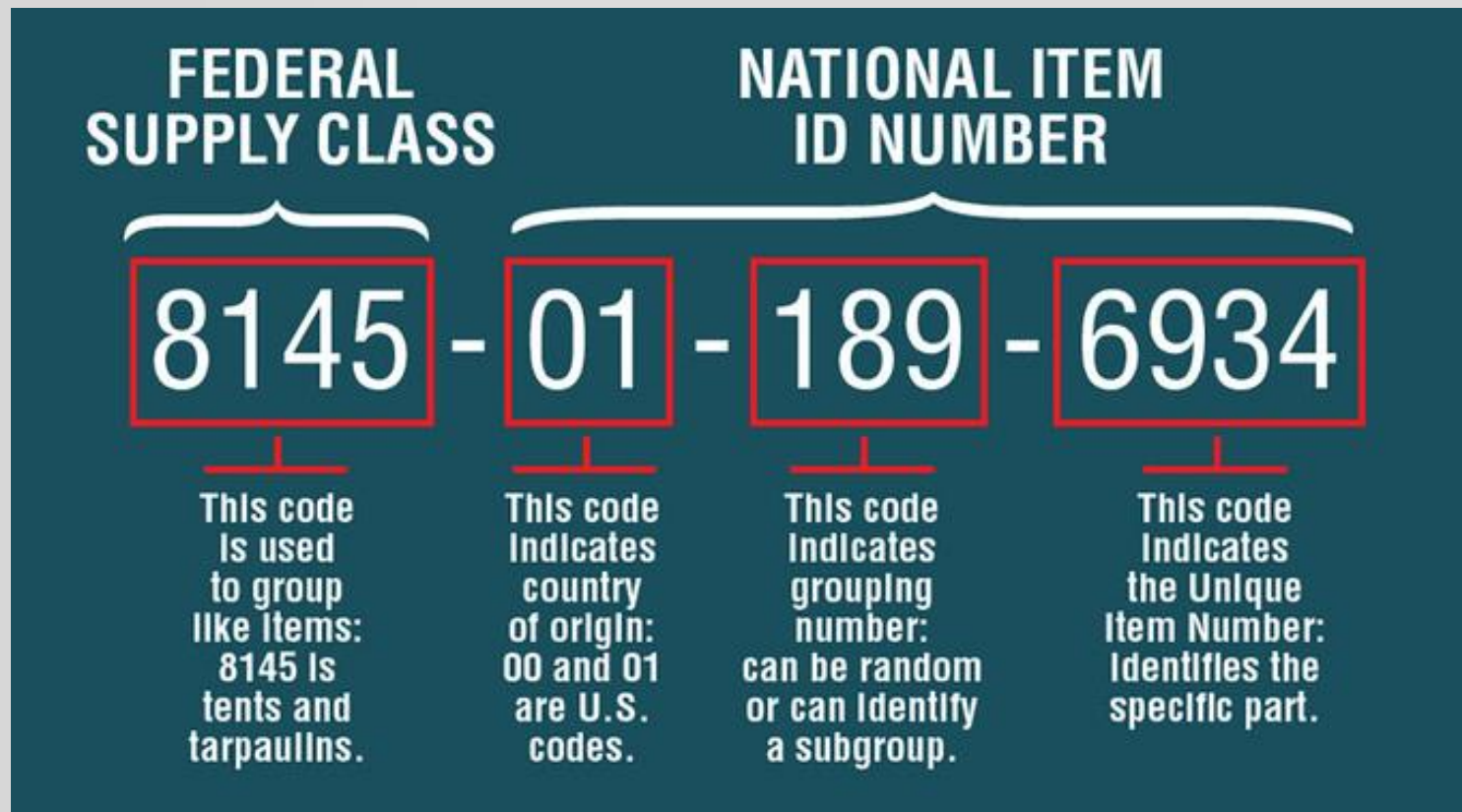


What is an NSN?

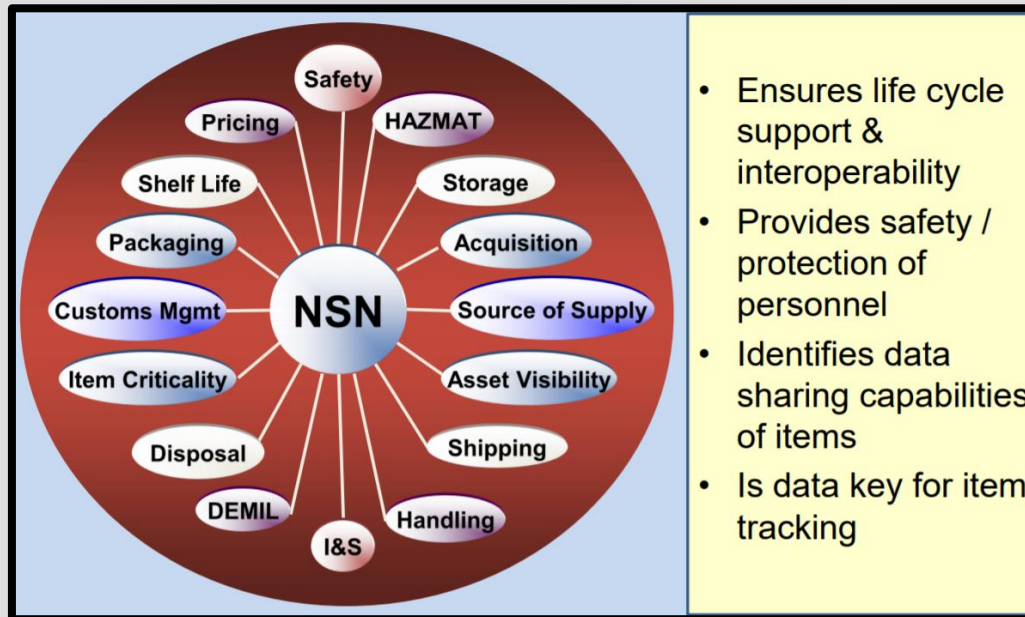
- A National Stock Number is simply the official label applied to an item of supply that is repeatedly procured, stocked, stored, issued, and used throughout the federal supply system.
- It is a unique item identifying series of numbers. When a NSN is assigned to an item of supply, data is assembled to describe the item.
 - Item name
 - Manufacturer's part number
 - Unit price
 - Physical and performance characteristics.
- NSNs are an essential part of the military's logistics supply chain used in managing, moving, storing, and disposing of material.

NSN Format

- The NSN is a 13-digit code, and it is depicted as: XXX-XX-XXX-XXXX



Benefits of NSN



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Who Assigns a NSN?



- The Defense Logistics Agency (DLA) Logistics Information Service, located in Battle Creek, Michigan, assigns all NSNs at the request of the military services, certain federal and civil agencies, and foreign friendly countries.
- Each NSN assigned to an item of supply is the result of a careful review process known as cataloging.
 - Cataloging is the process whereby each item of supply is named, assigned a Federal Supply Class, described to identify all known characteristics and performance data, and ultimately assigned an NSN.



Radiac

- Managed by DLA LAND AND MARITIME - Columbus, Ohio
- Office remains the same, buyers change with RFP/RFQ
- Name: Jacob Mokma
 - Buyer Code: PMCM42J
 - Tel: 614-692-8263
 - Email:
Jacob.Mokma@dla.mil
- Technical drawings are in this office – if any

