



DEFENSE LOGISTICS AGENCY

Established 1961

AF IPV GEN IV Industry Day

Jennifer Dunn, PM
Rob Napolitano, KO
November 19-20, 2024



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



DATES: 19-20 November 2024

START TIME: 8:00 AM

LOCATION: Heritage Club
956 Ninth Street
Robins AFB, GA 31098

DETAILS: Enter through the Watson Gate (Main WRAFB Gate 3), Valid driver's license is required for base access based on prior submission of name, SSN, and DOB to the project managers.

No open toe shoes are permitted on tour



AF IPV GEN IV INDUSTRY DAY

**Jennifer Dunn
Program Manager**

November 19-20, 2024



Agenda

Day 1

Day 1 – November 19, 2024

0800 – 0815	Opening (Michael Ryan) and Administrative Remarks (Jen Dunn)
0815 – 0845	Customer Perspective (COL Craig Giles)
0845 – 0900	Current Contract (Jen Dunn)
0900 – 0915	Break
0915 – 1015	Notional Acquisition Strategy and Timeline (Jen Dunn) *Free to ask questions
1015 – 1030	Break
1030 – 1100	RFI Questions (Rob Napolitano)
1100 – 1130	AutoCrib (Chris Rowland)
1130 – 1300	Lunch
1300 – 1600	Tour (No open-toe shoes allowed)



Agenda

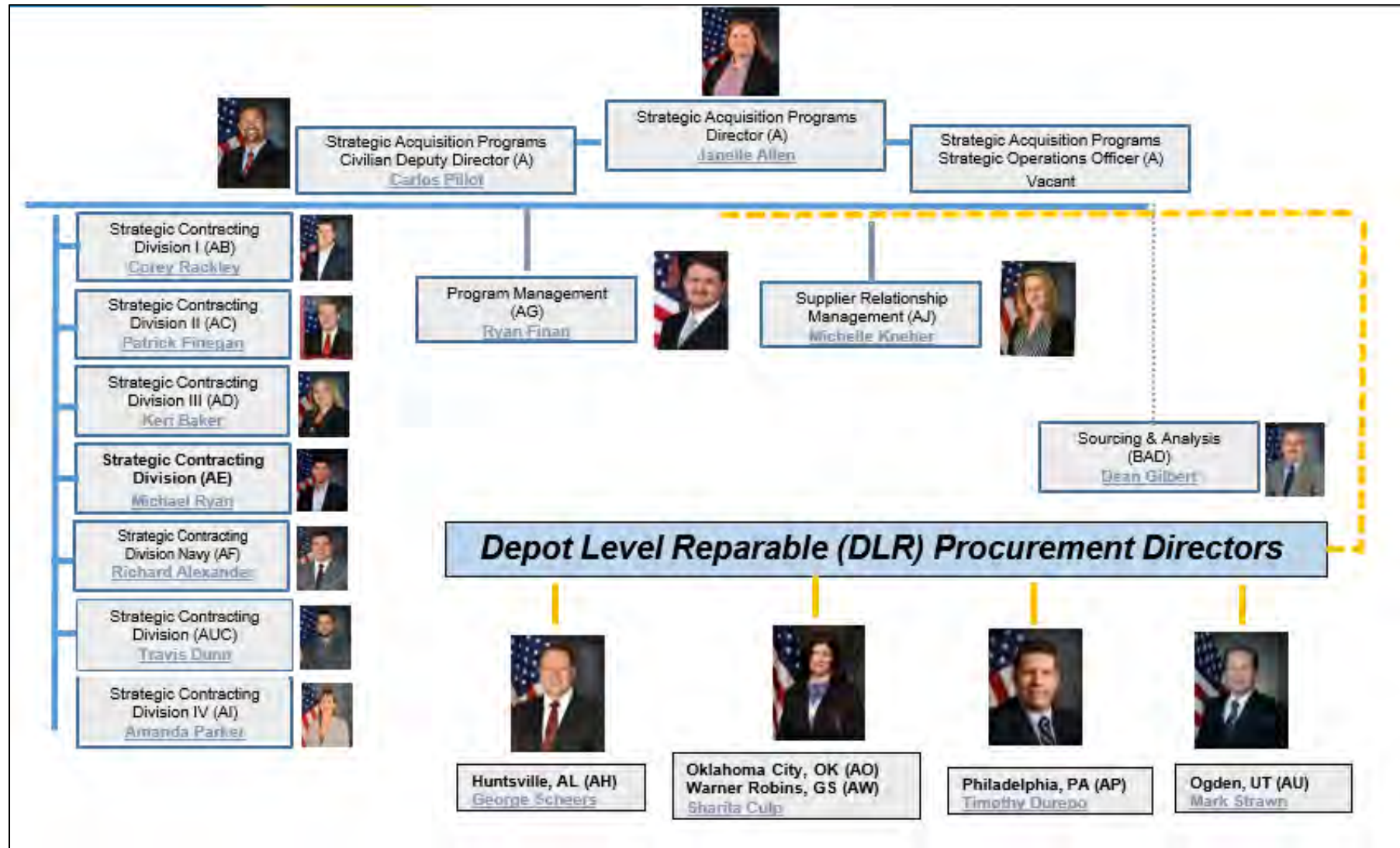
Day 2

Day 2 – November 20, 2024

0800 – 1200	One-on-One Sessions
1200 – 1300	Lunch
1300 – 1500	DLA / AF Hot Wash



DLA AVN, Strategic Directorate





DLA AVN, Strategic Role IPV Efforts

- Manage the relationships with our 14 Strategic Suppliers (SSA's)
- Procurement of Depot Level Repairables (DLRs)*
- Create and sustain tailored logistic solutions that directly support our customers*
- Build and sustain long-term contracting vehicles that support our customers*

** Directly Applicable to IPV Efforts*



Early Development Insights

Seeking your Input and Ideas

Project is in the very early stage of development

- Seeking industry input on strategy formation
- Cannot speak to all topics...brainstorming many ideas
- Acquisition population and strategy very fluid

Informal discussion – not a formal briefing

Feel free to ask questions or make suggestions

Emails comments/suggestions after you leave

- Send to: jennifer.dunn@dla.mil with “AF IPV GEN IV Industry Day” on the subject line



Customer Perspective

COL Craig Giles

Commander, DLA Aviation at Warner Robins



Customer Perspective

COL Craig Giles

- The AF IPV contract provides hardware and material management to three Air Logistics Complexes (ALCs) located at the following Air Force Bases: Tinker, Hill, and Robins, as well as limited world-wide demand on certain items
- The contract is a comprehensive program for support of consumable spare parts (bench stock) required for programmed depot maintenance at the three ALCs
- The contract is a cradle to grave bench stock support solution that provides uninterrupted support to the depots
- The current contract was awarded in April of 2017 and runs through March of 2027
- The contract requires the vendor to achieve performance levels for First Pass Acceptance and Mechanic Wait Time



Customer Perspective

COL Craig Giles

- Tinker AFB supports KC-135, B-1, B-52, E-3 and KC-46
Engines F100, F101, F108, F110, F118, F119 and TF33
- Robins AFB supports F-15, C-17, C-130, C-5 and Electronics
- Hill AFB supports A-10, C-130, F-16, F-22, F-35, Missiles and Landing Gear



Customer Perspective

COL Craig Giles

- 99.5% first pass fill rate – one empty bin can affect a production line
- Reduce age of backorders – minimize mechanic wait time for needed parts



Customer Perspective

COL Craig Giles

- Effective transition from Gen III to Gen IV; vendor must come prepared
- Vendor must rapidly integrate with depot production
- Vendor processes cannot hinder production



Customer Perspective

COL Craig Giles

- Customer needs met, on time, every time
- Every part matters
- Airpower is a team sport
- 3Cs: Communication, Collaboration, Candor
- “No fail” endeavor



Customer Perspective

COL Craig Giles

- Committed to effective transition from Gen III to Gen IV
- Continued unwavering seamless support
- Continued collaborative mindset



Current Contract and Notional Acquisition Strategy

Ms. Jen Dunn

DLA Program Manager, AF IPV



Current GEN III Contract

AF IPV GEN III

Contract Awarded: APR 2017

10 yr, Fixed Price Indefinite Quantity with annual Economic Price Adjustment

>40K NIINs – Dual Channel 78% DLA / 22% Commercial

Bins Filled on Predetermined Authorized Quantity

AF Billed when Material Placed in Bin

Maximum Contract Value: \$1.5 billion

10 year term (5 year base, one 3 year option, one 2 year option)



Contract Compare

GEN III / GEN IV Side by Side

Contract	GEN III	GEN IV
Scope	40K < \$250/part	36K < \$300 (\$800 Avionics)
Inventory Ownership	Vendor	Vendor
Point of Sale (POS)	Bin Fill	Bin Fill
Metrics	99.5% First Pass Acceptance 24Hr Mechanic Wait Time (MWT) - resolution to failure of first pass acceptance	99.5% First Pass Acceptance 24Hr MWT - resolution to failure of first pass acceptance
Emergency Sourcing	DLA and Commercial – DLA Backup No restrictions will hamper production	DLA and Commercial – DLA Backup No restrictions will hamper production



Contract Compare

GEN III / GEN IV Side by Side

Contract	GEN III	GEN IV
AUTOCRIB Bench Stock Vending: Point of Use (POU) Automated Inventory System	AF POU managed: <ul style="list-style-type: none">• AF maintenance Contractor: <ul style="list-style-type: none">• fills bins• replaced labels	Fully Contractor-managed includes <ul style="list-style-type: none">• conversion from open bin to vended• machine procurement and maintenance• cellular network implementation and management• software database management• user training and management Current Locations: <ul style="list-style-type: none">• Hill AFB ALC and Warner Robins AFB AutoCrib machines: <ul style="list-style-type: none">• To become Government Furnished Property (GFE).



Notional Acquisition Strategy

- Contractor's strategy will be bench stock location-specific and cannot impede production's ability to perform
- The Contractor will be responsible to create and maintain an accurate and efficient "real time" total asset visibility tracking system to monitor inventory data and location for all kits
- Develop a transition plan for GEN III to GEN IV and GEN IV to GEN V in coordination with DLA transition team and customer
- The Contractor shall host Program Management Reviews (PMRs) in coordination with DLA and the Air Force
- The Contractor shall be fully integrated into production planning processes in order to demand plan appropriately, and will be required to attend production planning meetings
- Task Order Labor as required
- Customer may add/delete NIINs
- Contractor responsible for maintenance, upkeep, and future purchases of new AutoCrib/ vending machines



Overarching DLA Objectives:

- Provide Warfighter support at the three Air Logistics Centers and select Geographically Separated Units (GSUs)
 - Tinker AFB, Robins AFB, Hill AFB and select GSUs
- Perfect order fulfillment metrics
- Decrease transaction (manual) workload and increase automation
- Reduce lead-times and variability, both administrative and production (ALT and PLT)
- Stabilize or reduce costs
- Increase customer satisfaction
- Minimize impact on small business industrial base



Primary Air Force Objectives for GEN IV:

- Contractor-owned and managed inventory, up to the point of sale (POS)
- Cradle to grave bench stock support solutions, must plan for sufficient inventory to support demand, and provide uninterrupted support to worldwide demands
- Primary Metric: 99.5% First Pass Acceptance (FPA); Secondary Metric: 24 Mechanic Wait Time (MWT)
- Source and utilize DLA and Commercial Material
 - DLA serves as “First Pass”
 - DLA will not hinder Contractor’s ability to meet metric requirements
 - Must report “buy-around” activity using DLA’s Demand History Adjustment (DHA) transaction
 - Exceptions for CSI/FAT/DNA items (restricted to DLA as a source)
- The Contractor will design and use an accurate, efficient, and unified Management Information System (MIS) that will integrate with existing and future Government systems.



Current Contract expires 31 MAR 2027

Plan to have GEN IV awarded June 2026 to allow for a nine month transition period

Allows for:

- Inventory ramp up
- Seamless transition that does not impact production
- Establish system interface with necessary systems, as required

We need industry expertise to develop solutions

Recommendations regarding improvements for common industry practices are encouraged



Milestones

Fluid Timeline, Dates Subject to Change

NOV 19 2024	Industry Day
JAN 20 2025	Complete Market Research
MAR 12 2025	Brief Acquisition Strategy (ASRP)
APR 17 2025	Brief Pre-Solicitation IARB (IARB)
APR 21 2025	Issue Request for Proposal (RFP)
JUL 21 2025	Proposals Due
OCT 21 2025	Complete Proposal Evaluation
JUN 30 2026	Contract Award

****Fluid Timeline, dates subject to change. Please monitor all milestone communications.****



RFI Respondent Questions

Mr. Rob Napolitano
DLA Contracting Officer, AF IPV



Automated Bins –

What brand manufacturer, how many, and where?

What is the current age and condition of these machines and what is their anticipated operational life?

What is the current annual maintenance budget?

When will the purchase of the existing machines be negotiated and completed with the awardee?

Are there associated software licenses for these machines?

Will the USAF or DLA participate in any replacement decisions for these machines?

Will increased overheads and/or markups on materials be reflected in future fixed pricing?

Referring to the vending bins: can DLA share how will these existing machines be owned and maintained?



Kits –

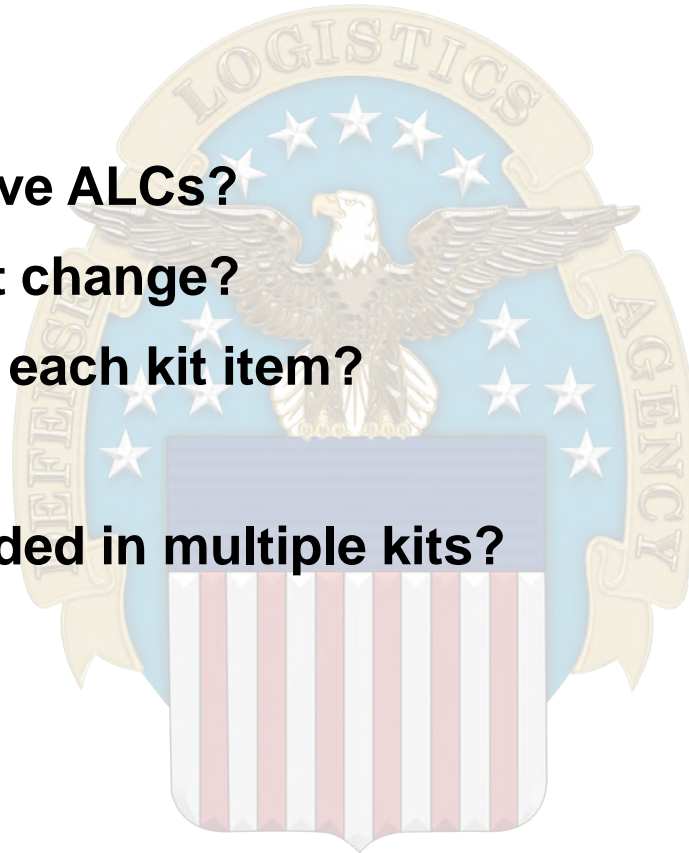
Are kits unique to the respective ALCs?

How often does the kit content change?

How are markings handled for each kit item?

Are partial kits ever issued?

How many line items are included in multiple kits?



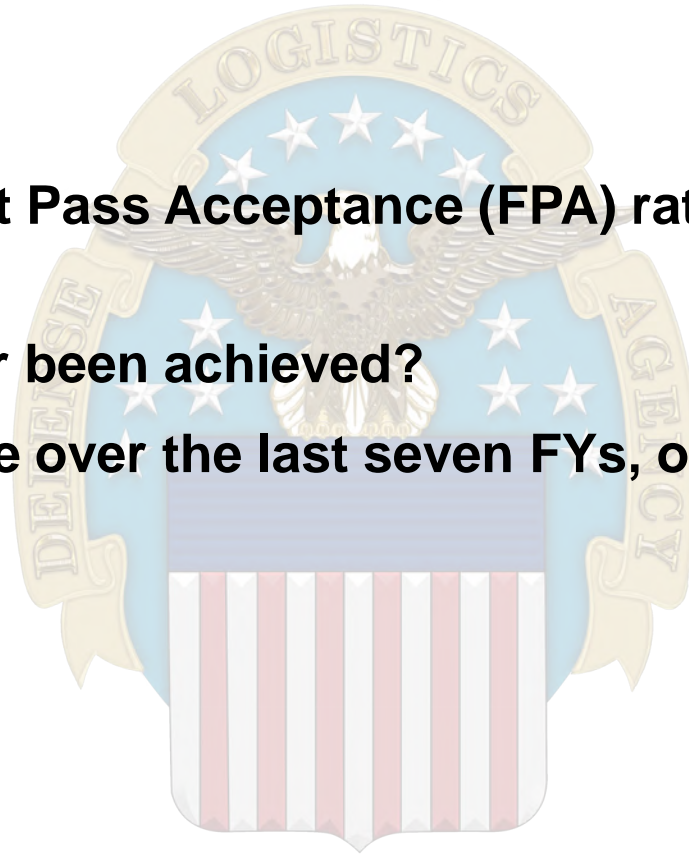


Performance –

DLA's intent to replace the First Pass Acceptance (FPA) rate with the empty bin rate?

Has a rate of 99.5% fill rate ever been achieved?

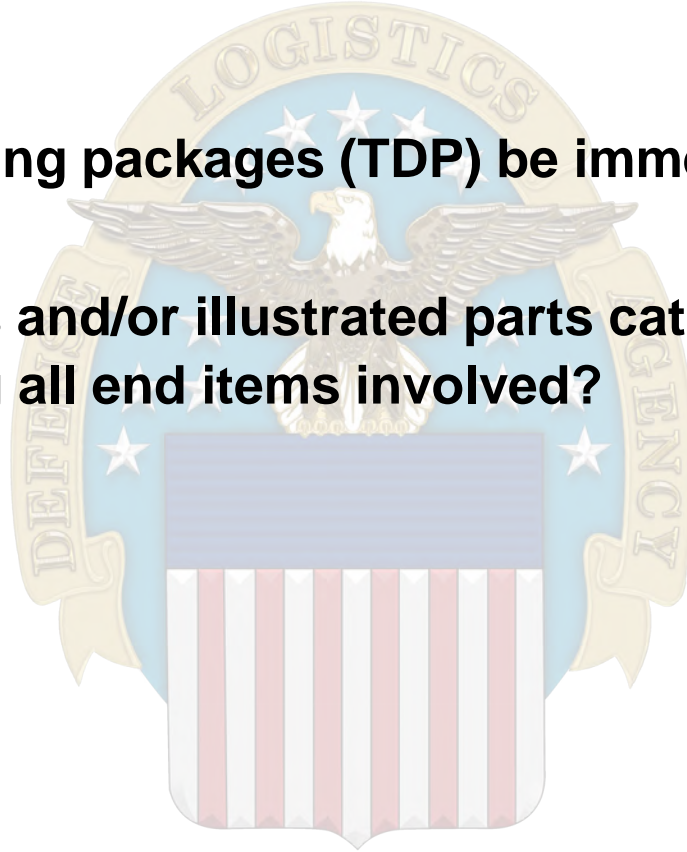
What has been the performance over the last seven FYs, or over the course of the IPV program?





On COMM CLINs, will all drawing packages (TDP) be immediately available to the successful awardee?

Will complete technical orders and/or illustrated parts catalogs be provided to the successful vendor(s) covering all end items involved?





Is it anticipated that items procured from DLA stores be handled and sold at DLA's cost with no processing or handling fees?





Historical Data – what is the detail level and what is the span of historical usage and procurement data that will be provided on the RFP?

Will it be by ALC?

Will current stock positions be provided at time of RFP?



Please further define the exact details behind the statement “the supplier will provide support to all DLA customers worldwide”.

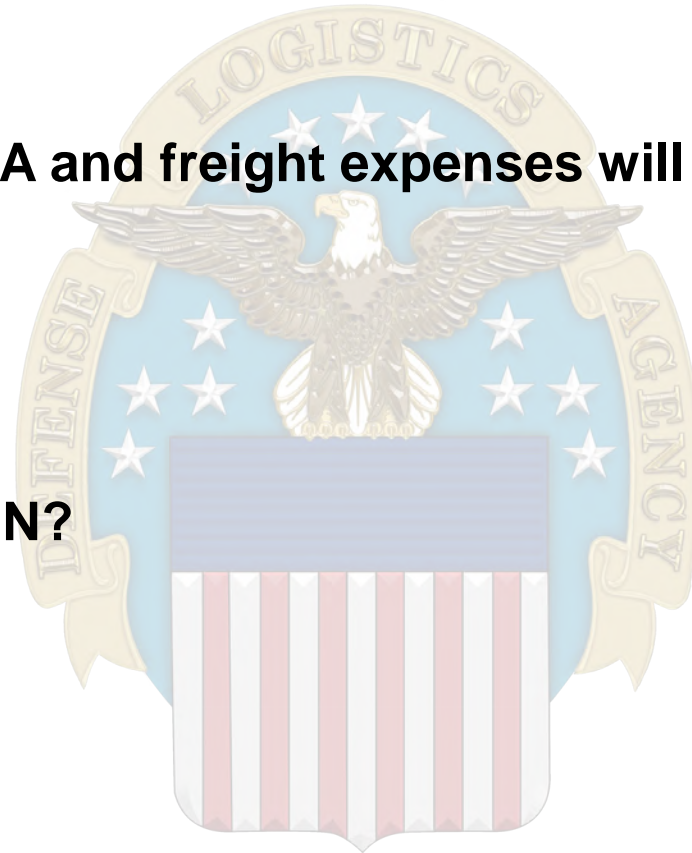




How is it anticipated that SG&A and freight expenses will be billed?

Monthly?

By a markup by individual CLIN?





GSUs-

How many geographically separated units (GSU) are there worldwide and who will be responsible for the logistics in supporting them?

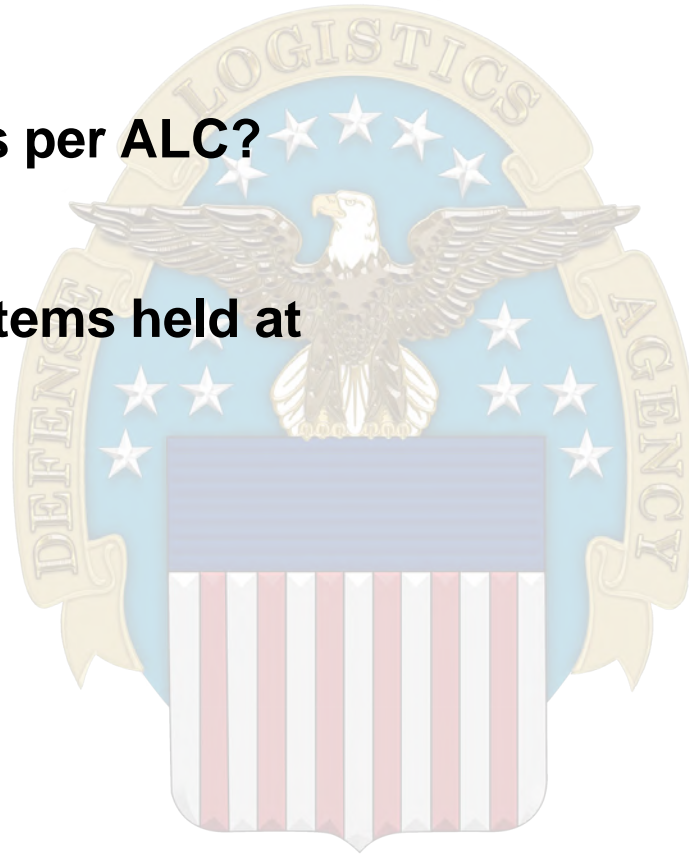
Could DLA share what GSUs the government anticipates the contractor supporting?

Will these GSUs operate on the same MRP system?



Is there a breakdown of items per ALC?

Is there a breakdown of line items held at multiple ALCs?





If a high level of performance is achieved by the awardee, is it anticipated that line items currently procured and stocked by DLA will transition to the awardee over the course of this contract?





First Article Testing (FAT) is a constant bottleneck and deterrent to qualifying new vendors and products.

Approximately how many COMM line items will require First Article Testing for new vendors?

How do you propose to manage this obvious pain-point and still allow the vendor to achieve 99.5%?

FA Testing for CSI, DNA marked, PVT and PLT items will be required but the current system and facilities are inadequate to handle even the current volumes.

What is the USG's plan to alleviate this bottleneck?



What are the current mechanisms regarding access to, and control of inventory removals from the manual bins?





Could DLA share what award criteria they intend to use to select its IPV Gen IV Contractor?





AutoCrib

Mr. Chris Rowland

Regional Sales Manager, Canada and USAF, AutoCrib

THE AIR FORCE AND AUTOCRIB

- Robins:
 - Fully Automated in IPV using AutoCrib equipment
- Hill:
 - Fully Automated in IPV using AutoCrib equipment
- Tinker:
 - Automation infancy
 - Demo Machine in place. Interest at the group levels



HARDWARE USED



- **VX1000**
- **Carousel style, bin based machine.**
- **Scalemate**
 - **Issue and stock bulk items from machines with weighted technology**
- **FX Lockers**
 - **For bulky items.**

SOFTWARE

Robust backend administrative software

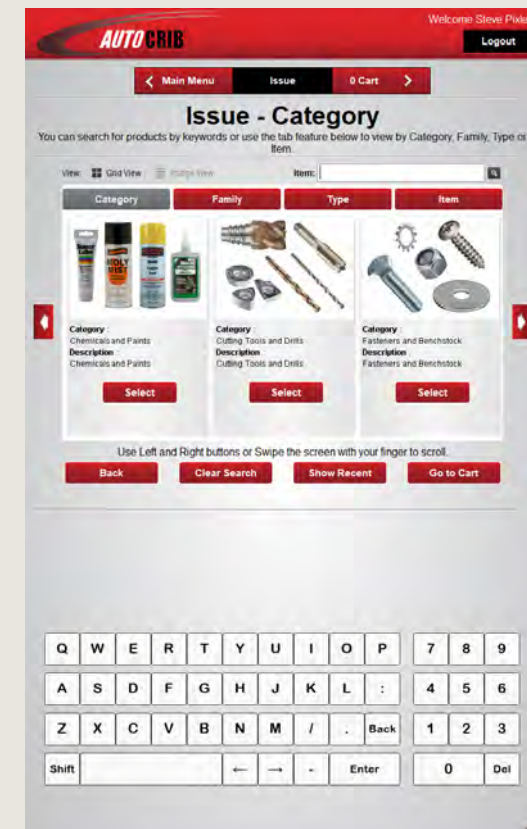
- Real time analytics and updates.
- Easy to navigate modules for all administrative functions.
- AutoCrib software and hardware boast the highest uptime in the market.

Easy to use user interface (UI)

- Allows user to build shopping cart of NSN's and issue to themselves.

AutoCrib API

- Build any app or integration to tailor the AutoCrib solution to your workflows and needs.





NETWORK

- With the use of a cellular network running on high security CradlePoint devices, machines share data with the cloud, providing real time usage and analytics.

THANK YOU!

Questions and Answers



1130 – 1300 Lunch

1300: Pick up at Heritage Club

1315: Arrive at building 189 for the Autocrib demo, Burn Boxes

1345: Head to building 158 to see the ESD cabinets in secure building (limited to 12 people)

1400: Depart for building 140 back- roll around and kits

1420: Depart to the flight line

1430: Arrive on Nancy Row to see BSL 270 in trailer

1450: Depart to building 20121 F15 and C130 kitting (Kevin Pike, C130s)

1515: Depart for Robins North

1530: Arrive at Robins North, see facility AutoCribs, Burn Boxes.

1600: Depart for Robins AFB

1630: Shuttle back to Hermitage Club. All free to go, conclude Day 1

Tomorrow meet at Hermitage Club, at your designated times for one-on-one discussions.

