

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

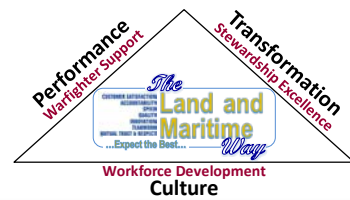
**DLA LAND AND MARITIME**

## Source Approval Request Packages

Engineering Support Team



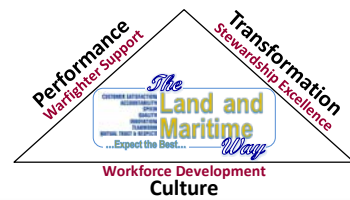
# SAR Definition



- A Source Approval Request (SAR) package is an assembly of information required of a prospective new supplier for a specific item (NSN) that is currently procured as other than full-and-open
  - Source Controlled (AMSC B)
  - Source Restricted (AMSC C)
  - Code & Part Number (AMSC D)
- A SAR package contains all technical data needed to demonstrate that the prospective contractor can competently manufacture the NSN to the same level of quality or better than the Approved Source .
- The SAR submitted for evaluation should be in accordance with the SAR guide checklist.



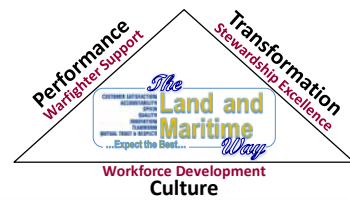
# SAR Process



- Identify potential items (NSNs) of interest
  - Search...DIBBS, Haystack, SERVA (PTACs can help)
    - FSCs, Item Description, Characteristics, OEM CAGE
  - DLA Candidate List
- Assemble SAR package data (follow guide)
  - Company information (manufacturing and quality)
  - Current Part Data and Your Data
    - See SAR Guide Categories
    - If no current part data available, then Reverse Engineering a part would be the next option. Check with RPPOB office for approval and to get sample part.
  - Business Case
  - Actual Data and/or Test Plan



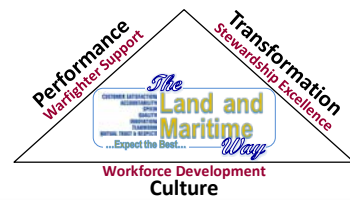
# SAR Process (continued)



- Submit SAR package
  - As “Alternate Offer” during open solicitation
    - To Contracting Officer and
    - To Competition Advocate Office (CAO), Alternate Offer Monitor
  - As “Source Approval Request” anytime
    - To Competition Advocate Office (CAO), Alternate Offer Monitor
  - NOTE: due to government review times and our customers urgent need your offer may not be considered for the current solicitation
- Government Reviews
  - CAO (initial review, log case, tracking, notification)
  - Value Engineering (business case and technical review)
  - ESA (Weapon System engineering evaluation)



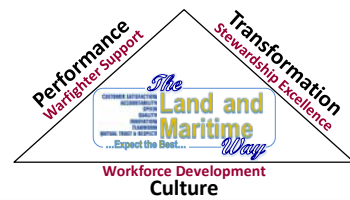
# SAR Process (continued)



- Government Responses
  - Need more SAR package data
  - Need to complete qualification testing
    - You company looks good on paper, but needs to prove the part you make will work for government application
  - Government Data is available (part become competitive)
  - Rejected
    - Business Case (savings, low demands, test costs too high)
    - SAR package is incomplete
    - Can't validate part...government has no data to compare
  - Accepted
    - Part number is added to list of approved sources
- Final Official Notification via CAO letter



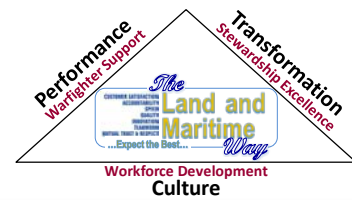
# SAR Process (continued)



- Getting the Business
  - Win Government Contract as best value quote
  - Potentially Current Source will lower their price/delivery and would win contract award, but...
    - New DLA guidance has come out to reward companies who put forth the work to become a second source
- Retention of Newly Approved Sources (DAG 17.7501-6) Released 17 June 2014
  - If not low, but fair and reasonable...40% of the award will be given to the newly approved source
  - Thus DLA purchasing is to utilize split award clause for a minimum of 1 year from approval date
  - NSNs will be removed for Auto-Solicitation and Long Term Contracts unless circumstances dictate otherwise



# SAR POCs



- AO/SAR Submission – (email – 8MB) [dscs\\_ao-sar@dla.mil](mailto:dscs_ao-sar@dla.mil)  
– Mail (printed and/or CD copies)

U.S. Postal Service Address	UPS or FEDEX Address
DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process P.O. Box 3990 Columbus, OH 43218-3990	DLA L&M Alternate Offer Monitor – BPP Directorate of Business Process 3990 East Broad Street Columbus, OH 43213

- AO/SAR Process Questions – [john.blaine@dla.mil](mailto:john.blaine@dla.mil)
- Technical Issues (DLA Engineering/Analysts) – [dla.land.and.maritime.engineering.support.team@dla.mil](mailto:dla.land.and.maritime.engineering.support.team@dla.mil)
- Checking if Drawings available – [dscs.cddwgs@dla.mil](mailto:dscs.cddwgs@dla.mil)
- RPPOB - [DSCC.PartRequest@dla.mil](mailto:DSCC.PartRequest@dla.mil)
- DLA Small Business Support – [dscs.bcc@dla.mil](mailto:dscs.bcc@dla.mil)  
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