

Finding and Managing Suppliers

January 24 2017

Marinette WI

Presented by Ken Kotloski, WPI

OVERVIEW

- Supply Chain Basics
- Resources to Find Suppliers
- Sourcing Priorities
 - Delivery/Supply Chain
 - Quality/Launch
 - New Product Development-Program Management
 - Competitiveness

Supply Chain Basics

- Commodity driven supply chain
- System to vet (pre-approve) potential suppliers
- Maintain a potential supplier list by commodity
- Metrics – key performance measurements

Resources Available to Find Suppliers:

- SAM (System Award Management)
- Dynamic Small Business Search
- Outreach Efforts (Conferences)
- Thomas Register (thomasnet.com)
- Mana (manaonline.org)
- PTACs (Procurement Technical Assistance Centers) - WPI

SAM (System Award Management)

SAM
SYSTEM FOR AWARD MANAGEMENT

USER NAME: PASSWORD: **LOG IN**
[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME | **SEARCH RECORDS** | **DATA ACCESS** | **GENERAL INFO** | **HELP**

CREATE USER ACCOUNT
Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.
[Create User Account](#)

REGISTER/UPDATE ENTITY
You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.
[Register/Update Entity](#)
Use the SAM Status Tracker to: [Check Status](#)

SEARCH RECORDS
All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.
[Search Records](#)

WHAT IS SAM? [Need Help?](#)
The System for Award Management (SAM) is an official website of the U.S. government. SAM consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO cost to use SAM. Register to do business with the U.S. government for free directly from this site. Find free help with your SAM registration on our HELP tab, including user guides, videos, and FAQs.

NEWS AND ANNOUNCEMENTS
Learn more about these topics at SAM > General Info > News > Announcements:

- [Release notes](#) are posted for the SAM.gov release deployed on December 22, 2016.
- FAR Case 2015-022 redesignated the terminology for unique identification of entities receiving federal awards effective October 31, 2016.
- [Service Contract Reporting for Fiscal Year 2016 \(FY16\)](#)

USER GUIDES/HELPFUL HINTS
SAM Help: Find the full SAM User Guide, Quick Start Guides, Helpful Hints, and Webinars on the HELP tab.
Use the [SAM Status Tracker](#) to check your SAM entity registration status.

ATTENTION EXTRACT AND WEB SERVICE USERS
SAM Extracts and Web Services: Support for the legacy-formatted extracts and web services in SAM ended on October 31st, 2014. Federal systems using SAM data must convert to the SAM-formatted extracts and web services. If you see "You do not have access to this extract" you need to submit a Data Access Request account through the SAM.gov website. [www.sam.gov](#)

Dynamic Small Business Search

dsbs.sba.gov

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included business self-certification before awarding a contract.

Location of Profile

States: Searching within a State:
 (Requires exactly one state from the State list at left.)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

[\(How to make multiple selections.\)](#)

Congressional District: [Help](#)

County: [Lookup](#) [Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Small Disadvantaged Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#). For more information, see also [SBA Certifications](#) in the search help page.

Ownership and Self-Certifications

- Any Minority Owned:
 - Any Native American Owned:
 - Tribally Owned
 - Alaskan Native Corp (ANC) Owned
 - Native Hawaiian Org (NHO) Owned
 - Other Native American
 - Other Minority Owned
- Community Development Corporation (CDC) Owned
- Self-Certified Small Disadvantaged Business
- Service Disabled Veteran Owned
- Veteran Owned (including Service Disabled Veteran Owned)
- Any Women-Owned Small Business: ([search help](#))
 - Women-Owned Small Business under the Women-Owned Small Business Program ([more information](#))
 - Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
 - Women-Owned Small Business Joint Venture
 - Economically Disadvantaged Women-Owned Small Business Joint Venture

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))

Specific Nature of Business

NAICS Codes: Any All (slower) [Help](#)

"Buy Green" NAICS Codes: Any All (slower) [Help](#)

Keywords: Any All (slower) [Help](#)

Outreach Efforts / Conferences

- Wisconsin Procurement Institute (WPI) – www.wispro.org
- National Defense Industrial Association (NDIA) – www.ndia.org
- National Contract Management Association (NCMA) – www.ncmahq.org
- Agency / Individual prime specific industry days, outreach, conferences

Thomas Register (thomasnet.com)

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Diversity & Quality

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Industry News

Get the latest supplier innovations and announcements.

Mana (manaonline.org)



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Advancing the professionalism and utilization of independent

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100% Devoted to the Manufacturer-Rep Relationship

Benefits of Membership



Find manufacturers' reps in the largest searchable database of independent sales agents



Rep Agreement Guidelines: Get principals and reps on same page to thrive together



MANA LineFinder: Largest searchable database of manufacturers who use reps



Steps To Rep Professionalism: Learn to be the best rep you can be!



Agency Sales Magazine: The only monthly business magazine devoted to reps and



Steps To Becoming a High-Quality Principal: Best practices help you thrive with

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PTACs (Procurement Technical Assistance Centers)

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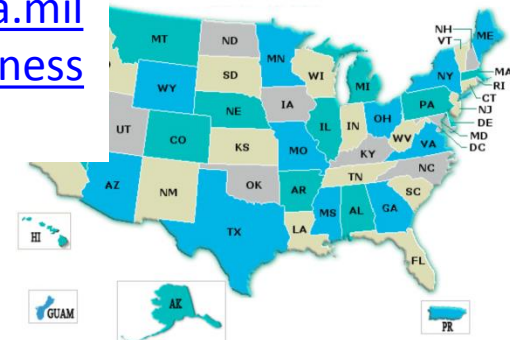
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<http://www.dla.mil/HQ/SmallBusiness/PTAC.aspx>



Sourcing Priorities

- Delivery/Supply Chain
- Quality
- NPD – Program Management
- Competitiveness

Delivery/Supply Chain

- On time
- Premium freight
- Achieve budgets (logistics, inventory, containers)
- Value chain mapping
- Ensure strong supply chain capability
- Manage critical supplier issues
- Support manufacturing footprint

Quality/Launch

- Cost Improvements
- Plant disruptions /Stock outs/Down time
- Flawless launch execution
- Waste elimination
- Warranty improvement
- Business compliance/Integrity

New Product Development – Program Management

- Right resources dedicated to project
- On time achievement of milestones
- Quality of engineering/Design/Services/Technology
- Design to cost vs. cost of design

Competitiveness

- Best total landed cost
- Sustainable cost structure
- Cost drivers / detailed
- Supplier cost breakdowns
- Value creation vs. competition
- Grow best performing suppliers
- Global sourcing
- Proactive supply base
- Restructuring

"MYTH-BUSTING 3" FURTHER IMPROVING INDUSTRY COMMUNICATION WITH EFFECTIVE DEBRIEFINGS

UPCOMING EVENTS

JANUARY 24 2017
ACQUISITION HOUR – THE CONTRACTOR P SYSTEM REVIEW SERIES PART 1 OF 4

JANUARY 24 2017
SUPPORTING THE FEDERAL DEFENSE SUP FOR MANUFACTURERS - MARINETTE MARINETTE, WI »

JANUARY 25 2017
ACQUISITION HOUR – THE SBA 8(A) CERTIF PROGRAM

FEBRUARY 2 2017
US ARMY CORPS OF ENGINEERS HUNTSVII FACILITY SUPPORT INDUSTRY DAY WEBINA MILWAUKEE, WI »

FEBRUARY 7 2017
ACQUISITION HOUR: THE HUBZONE PROGF CERTIFICATION BENEFITS AND NEW REGUL

CURRENT OPPORTUNITIES

<https://www.wispro.org/>



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