

# TOP DOD SUPPLY CHAIN ISSUES

July 30, 2019



# ABOUT WPI SUPPORTING THE MISSION

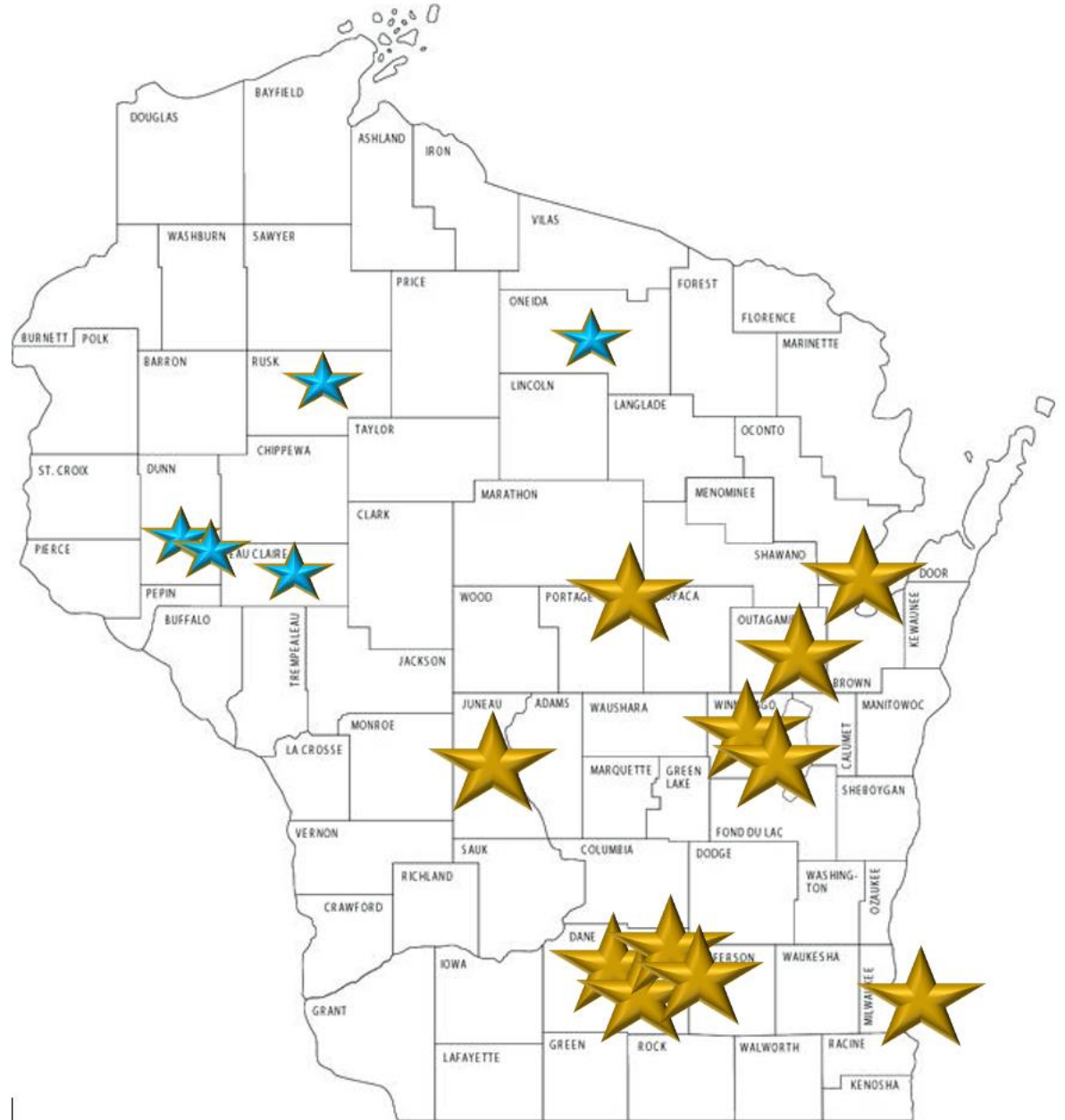
SERVING WISCONSIN  
COMPANIES FOR 31 YEARS!

Assist businesses in creating,  
development and growing their  
sales, revenue and jobs through  
Federal, state and local government  
contracts.

*WPI is a Procurement Technical Assistance Center (PTAC) funded in part by  
the Defense Logistics Agency (DLA), WEDC and other funding sources.*

## WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
  - *FEED Kitchens*
  - *Dane County Latino Chamber of Commerce*
  - *Wisconsin Manufacturing Extension Partnership (WMEP)*
  - *Madison Area Technical College*
- CAMP DOUGLAS– *Juneau County Economic Development Corporation (JCEDC)*
- STEVENS POINT – *IDEA Center*
- GREEN BAY - *Advance Business & Manufacturing Center*
- APPLETON – *Fox Valley Technical College*
- OSHKOSH –
  - *Fox Valley Technical College*
  - *Greater Oshkosh Economic Development Corporation*
- EAU CLAIRE – *Western Dairyland*
- MENOMONIE
  - *Dunn County Economic Development Corporation*
  - *UW Stout - Manufacturing Outreach Center*
- LADYSMITH – *Indianhead Community Action Agency*
- RHINELANDER – *Nicolet Area Technical College*



Search ...

[BLOG](#) [SERVICES](#) [ABOUT](#) [CLIENT PORTAL](#) [DONATE](#) [CONTACT](#)



[EVENT CALENDAR](#)

[FEDERAL GOVERNMENT](#)

[STATE & LOCAL GOVERNMENT](#)

[GRANTS](#)

[SUCCESS & AWARDS](#)

[FAQS](#)

# ACQUISITION HOUR: EXPORT CONTROLS: ITAR AND ASSOCIATED REQUIREMENTS, DECEMBER 18

[www.wispro.org](http://www.wispro.org)



## UPCOMING EVENTS [→](#)

JAN 15

### Acquisition Hour: Overview of DIBBS

January 15, 2019 @ 1:00 pm - 2:00 pm

JAN 16

### Acquisition Hour: Doing Business with Defense Logistics Agency (DLA)

January 16, 2019 @ 12:00 pm - 1:00 pm

JAN 24

### End of Year Federal Contractor Update – Milwaukee, WI

January 24, 2019 @ 7:45 am - 4:30 pm  
Wauwatosa WI

JAN 29

### Acquisition Hour: Using the Federal Procurement Data Systems (FPDS)

January 29, 2019 @ 1:00 pm - 2:00 pm

[View More...](#)

## CURRENT OPPORTUNITIES (2) [→](#)

## SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
  - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
  - State
  - Local
  - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

# TOP DOD SUPPLY CHAIN ISSUES

# READINESS

- Time to award a contract
  - Funding
  - Gov't requirements
- Past Due Contracts
  - Subcontractor Management

# SOURCING CHALLENGES

- Outdated Tech Drawing
- Low Volume Items
- Supply Base

# PRICE

- Price must be within a range (based on past history)
- May have to provide support
- Pressure for best value at lowest price
- Prefer competition

# FLUCTUATING LEADTIMES

- **Time from bid to award**
  - Material Availability
  - Capacity issues
    - Labor Shortage
    - Manufacturing capacity (machine capacity, space)
    - Subcontractor capacity issues

# FINDING SUPPLIERS WHO CAN MEET CONTRACT REQUIREMENTS

- Buy American Act
- Approved Sources (Traceability)
- Cyber Security
- Quality Requirements
- Other new contract requirements

# CONTRACT MODIFICATIONS

- Past Due Shipments
- Inspection site addition/change
- Other errors in contract

# CORRECT SHIPMENT & INVOICING DOCUMENTATION

- Correct Line Item
- Correct Price
- WAWF & Invoice

# NON CONFORMING PARTS AND/OR PACKAGING

- Quality Requirements
- Mil Standards
- Labeling

# DEVELOPING STRONG RELATIONSHIPS W/ CUSTOMERS & SUPPLIERS

- Industry Days
- Notifying the Gov't in a timely manner
- Responding to Sources Sought

# UPCOMING TRAINING - EVENTS



# QUESTIONS?

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

[www.wispro.org](http://www.wispro.org)

Bill Statz | Owner of Statz Corporation, Veteran Owned Small Business  
[bstatz@statzcorp.com](mailto:bstatz@statzcorp.com) 608-798-4500

Jeff Hawthorne, National Sales Manager, Bentley World Packaging  
[j.hawthorne@bentleywp.com](mailto:j.hawthorne@bentleywp.com), 414-967-5019

Jean Polka | Government Contract Specialist  
[jeanp@wispro.org](mailto:jeanp@wispro.org) 920-285-4442

10437 Innovation Drive, Suite 320  
Milwaukee, WI 53226