DLA Land and Maritime

Source Approval
Request Packages
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’s

• 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

VE Link (SAR Process, SAR Template, SAR Candidate List)

(http://www.landandmaritime.dla.mil/offices/valuemanagement/)
SAR Process Evolution

• Lean 6-Sigma Black Belt Project (SEP2011-JUN2012)
  - Centralized Tracking of Receipts and Notifications
  - Streamlined DLA Process
  - Improve DLA Acceptance Rate

• VE Process Improvements (JAN-JUN2013)
  - Centralized Process Tracking
  - Expanded Analysts Roles
  - Developed Candidate NSN List & Sample SAR
  - Improve ESA acceptance

• Multi-Source Initiative (JUN 2014)
  - DAG 17.7501-6 : Retention of Newly Approved Alternate Sources
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

• Government Reviews
  • CAO (initial review, log case, tracking, notification)
  • Value Engineering (business case and technical review)
  • ESA (Weapon System engineering evaluation)
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...

• DAG 17.7501-6 (Retention of Newly Approved Sources) was implemented on 17 June 2014
  – DLA purchasing is to utilize multi-source award clause for a minimum of 1 year from approval date
  – If not low, but fair and reasonable...40% of the award will be given to the newly approved source
  – NSNs will be removed for Auto-Solicitation and Long Term Contracts unless circumstances dictate
SAR Process (continued)

- Government Responses
  - Government Data is available for viewing (competitive)
  - SAR package data missing
    - Will be contacted for missing data
    - Need to complete qualification testing
    - Good on paper, but need to prove will work in application
  - Rejected
    - Business Case (savings, low demands, test costs too high)
    - SAR package is incomplete (contractor failed to supply)
    - Weapons criticality
    - Application upgrade and/or discontinued
    - Can’t validate part (no government data to compare)
  - Accepted
    - Company cage/part number added as approved source
    - Final Official Notification via CAO letter
SAR Start to Finish Summarization

- Contactor submits package
- Comp Ad receives package
  - Notification of receipt sent to contractor
  - Log package into SAR tracking system
  - Package forwarded to Value Engineering (VE) within 5 days
- VE receives package from Comp Ad
  - Engineer forwards package to technical analyst
  - Analyst logs into savings tracking module (VESTARs)
  - Analyst performs review (8 resources/NIIN range assigned)
    - Review performed within 15 days
- Package complete
  - Forwards to ESA
  - Notifies contractor when package is sent
- Package incomplete
  - Notifies contractor for missing data
  - Request data (30 day suspense)
  - Data not received rejects package with reasoning
SAR Start to Finish
Summarization (continued)

• ESA receives package
  • ESA reviews package (90 day response time)
  • ESA accepts, rejects or requires more data
  • ESA completes review and closes out
• VE receives ESA response
  • Concur or not concur with ESA response (15 days)
  • Notify Comp Ad ESA response received
  • Gather additional contractor data (if applicable) (30 days)
  • Take cataloging action in adding source (if applicable)
• Comp Ad closes out packages
  • Sends official notification letter to contractor (5 days)
Expanded Competition Impact Statement

- Lean Six-Sigma Acceptance Rate (Baseline 10.2%)
  - Currently accepting 98% of packages

- VE Process Approval Rate (Baseline 6%)
  - Currently approving 48.8% of packages
SAR POCs

- AO/SAR Submission – (email – 8MB)  
  [dscc_ao-sar@dla.mil](mailto:dscc_ao-sar@dla.mil)
  - Mail (originals only, no CD copies)

- AO/SAR Process Questions –  
  [dscc.altoffer.PM@dla.mil](mailto:dscc.altoffer.PM@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 –  
  [dscc.cddwgs@dla.mil](mailto:dscc.cddwgs@dla.mil)

- RPPOB -  
  [DSCC.PartRequest@dla.mil](mailto:DSCC.PartRequest@dla.mil)

- DLA Small Business Support –  
  [dscc.bcc@dla.mil](mailto:dscc.bcc@dla.mil)