



# Competition Enhancement Programs

**Presented to:**  
**May Industry Engagement Session**  
**Detroit Arsenal**

**Presented by:**  
**Competition Management /Ombudsman Office**

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# Competition Management Office



## Structure



**Competition Management Office  
AMSTA-MSH-M/MS**

**Competition Advocate**

**Commercial Items Advocate**

**Ombudsman**

**LaRuth Shepherd  
TACOM LCMC Competition  
Advocate/Ombudsman**



# Competition Management Office



## Mission

- The Competition Management Office (CMO) ensures the Command's acquisition strategies remain in compliance with laws and higher echelon regulations regarding competition and commercial items
- CMO mission falls into two broad categories – compliance and enhancement
- The Competition Advocate also serves as the Command's Ombudsman who is responsible for handling contractor inquiries and complaint



## Major Functions

- Competition Enhancement Programs
  - Market Research
    - Competition & Commerciality
    - Advanced Procurement Planning List (APPL)
    - Competition Advocates' Shopping List (CASL)
    - Sources Sought Market Survey (SSMS)
  - Source Approval Program
    - New sources of supply for spare parts
  - Ombudsman – Issues



## Major Functions

- **Ombudsman**

- Formal / Informal Complaints
- Request for Information
- Requests for Assistance
- Contractor Visits



## Advanced Procurement Planning List (APPL)

- The APPL
  - Approved Technical Data Package (TDP)
  - Competitive pool of vendors capable of manufacturing and producing the parts according to the form, fit, and function identified in the TDP
- The APPL Listing
  - Developed to highlight TACOM LCMC-Warren's competitive requirements
  - May contain items that are difficult to procure because of stringent manufacturing and testing requirements called for by the TDP.
  - The APPL can be found at:  
<https://www.tacomqa.army.mil/cmo/index.html>
- If a non-competitive item is not on the **CASL or APPL** and TACOM LCMC intends to buy it in the future.
  - "Source Sought" notification will appear in the FedBizOpps
  - This notification invites interested parties to contact the CMO about the opportunities for Source Approval on the particular item



## Market Research

- Competition and Commerciality
  - Competition Advocates' Shopping List (CASL)
- The CASL contains
  - Developmental and non-developmental items that have limited sources of supply available to fulfill government requirements primarily due to unavailable and incomplete technical data.
- The CASL can be found at :  
<https://www.tacomqa.army.mil/cmo/index.html>



## Sources Sought Notice / Market Survey

- The first type is a Sources Sought Notice: managed by the Competition Management office at TACOM under the Source Approval Program found on FedBizOpps: <https://www.fob.gov>
- The second type is the Market Survey: this survey is issued by the buyer and/or program manager to identify sources and products to support potential requirements. Contracts are not awarded as a direct result of these surveys.



## Source Approval Program

- What is Source Approval?
  - The Source Approval Program provides ways for suppliers to qualify and position themselves to compete for business on sole source or restricted spare parts
  - To successfully compete in the Source Approval Program, the onus is on the "offeror" of the part to demonstrate that their part provides the same fit, form and function of the part TACOM LCMC is currently procuring
  - The Source Approval process has two phases; the Source Approval Request (SAR) package and the qualification test phase



## Source Approval Program

- Phase 1: Source Approval Request (SAR) Package Phase
  - Interested parties complete and submit a SAR Package to the CMO for review and approval.
  - The CMO works with the appropriate engineer and program manager to have SAR Package reviewed and evaluated

### SARs must contain:

- Cover Letter
  - Manufacturer Brochure
  - Certification statement of the manufacturing operations
  - Complete set of drawings
  - Quality System Documentation
  - Identify special processes and materials
  - Qualification Test Plan
  - Actual Manufacturers for OEM – purchase orders and shipping documents
- A decision requires 30 to 60 days. If an approval decision is given, the offeror is authorized to move to qualification and testing phase



## Source Approval Program

- SAR must contain a description of the offeror's general manufacturing capabilities and capacity to produce the selected part
- SAR must identify the exact manufacturing processes and practices the manufacturer will employ in manufacturing the SAR candidate
- SAR must provide a description of the qualification and testing procedures the manufacturer will use to demonstrate that the item produced will meet / exceed the current form, fit and functional requirements.
- The SAR must also be detailed enough as to allow TACOM LCMC-Warren's Engineering Department the ability to determine if a suitable part can be produced
- Source Approval Information Booklet can be obtain at:  
<https://www.tacomqa.army.mil/cmo/index.html>



## Source Approval Program

- Phase 2- Qualification and Testing
  - The qualification and testing phase takes at least a year (possibly more) before approval and eligibility status is granted for bidding on future procurements
  - Upon receipt of eligibility status approval, the newly approved source can compete against other approved sources to supply parts for government requirements
  - It is imperative that offeror's are aware that becoming an approved source only grants them an opportunity to compete; it does not guarantee them future contract awards



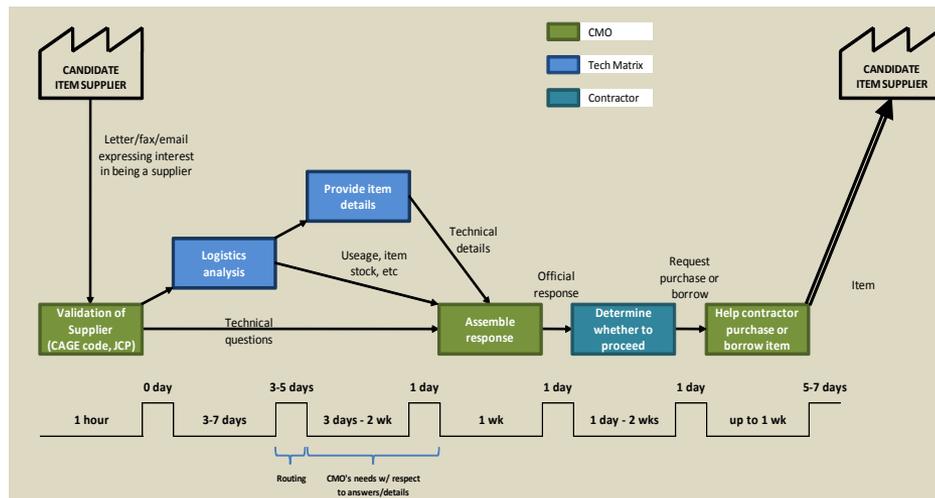
## Source Approval Program

- The CMO will assist the interested parties in collecting the necessary information such as requirement data, available technical data, engineering points of contact and other data which may be needed to make an informed decision to proceed with source approval
- Information regarding a “live” actual solicitations or awards is the Contracting Officer’s domain; so all information regarding “live open” solicitation **must** come from the Contracting Center
- The US Government cannot provide proprietary or Privacy Act information. Therefore, some information may not be available through the Competition Management Office, but only available through the [Freedom of Information Act](#) (FOIA)



## Source Approval Program Pre-SAR Value Stream

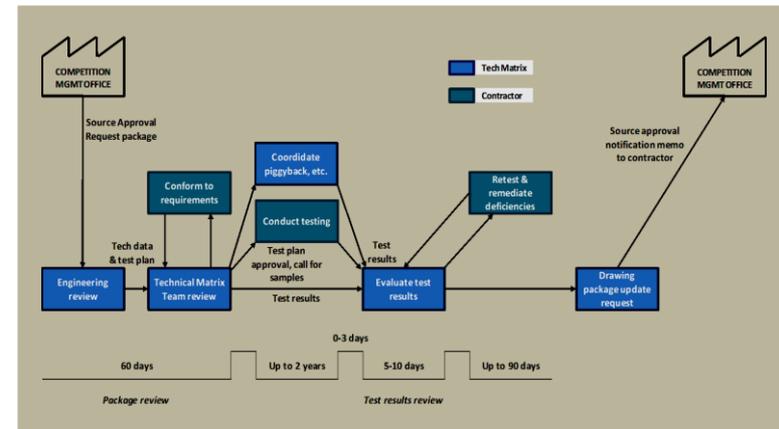
- The process to become an approved source is not short and it is **not without cost to your organization**. Not every Sources Sought Notice represent a good business opportunity for investment and qualification. Each must be reviewed by the responding contractor to see if it meets their business plan. Your organization will have to determine if the cost and risks associated with further development of an item on your part is acceptable within your organization.





## SAR Technical Review Value Stream

- Many of the items listed as part of our Source Sought Notice do not have a Technical Data Package (TDP). This means that there are no prints available to a prospective vendor. Most items listed on our Competition Advocate's Shopping List (CASL) and Advance Procurement Planning List (APPL) list are open for full competition and do have TDP's. TACOM is required by law to issue a sources sought notice on non-competitive, sole source items which are not on the CASL or APPL list. Generally the process to become an approved source of supply can take up to 24 months or more to complete any particular request.





## Ways to become an Approved Source

- Sources Sought Notices – (Secondary Items – Spares)
- Advanced Procurement Planning List (APPL)
- Competition Advocate's Shopping List (CASL)
- Replenishment Parts Purchased or Borrow Program (RPPOB)



# Competition Management Office



## Major Functions

- Replenishment Parts Purchase or Borrow Program (DoD Directive 4140.57)
  - Sell parts from our inventory for “reverse engineering” or other competition enhancement purposes
- Advanced Planning Briefing for Industry
  - Provides broad-based business planning information to industry relative to future TACOM LCMC plans, programs and acquisitions opportunities
  - Suppliers come to get leadership perspectives on important initiatives and interact one-on-one with TACOM acquisition and logistics personnel
  - The 2016 APBI Conference will be co-hosted by the Ground Vehicle Systems Engineering and Technology Symposium (GVSETS ) Conference, 4-6 August 2016 at the Novi Suburban Collection Showplace
    - ❖ <http://www.ndia-mich.org/index.php/events/gvsets>



## QUESTIONS

