



Future Buys, Source Approval Program & Replenishment Parts Purchase Program

DISTRIBUTION STATEMENT A. Approved for public release; distribution is unlimited.

Competition Management Office Structure



Competition Management Office
AMSTA-CSC-M

Competition Advocate

Commercial Items Advocate

Ombudsperson

Mission:

The Competition Management Office is to ensure the Command's acquisition strategies remain in compliance with laws and higher echelon regulations regarding competition and commercial items. Our mission falls into two broad categories – compliance and enhancement. The Competition advocate also serves as the Command Ombudsperson, handling contractor inquiries and complaints

Major Functions

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

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, attend workshops and interact one-on-one with TACOM acquisition personnel.
 - The APBI Conference will be hosted 20-22 Oct 2010 at the Hyatt Regency, Dearborn, Michigan.
http://contracting.tacom.army.mil/future_buys/2009%20TACOM%20LCMC%20APBI%20Announcement.html

Major Functions

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

Ways to become an Approved Source

- Market Surveys
- Competition Advocate's Shopping List (CASL)
- Advance Procurement Planning List (APPL)
- Sources Sought Notices

Market Survey

- The first type is a Sources Sought Market Survey
 - managed by the Competition Management office at TACOM under the Source Approval Program : <http://contracting.tacom.army.mil/ssn/sources.htm>
 - found on the (PROCNET): <http://contracting.tacom.army.mil/>

Open Notices & Surveys:

<i>Noun: ATLAS II Engine</i>	<i>Noun: Head Assembly, Gunner</i>
<i>NSN: 2815-01-577-1838</i>	<i>NSN: 1240-01-476-2613</i>
<i>Part Number: 2000329</i>	<i>Part Number: 9377820-2</i>
<i>End Item: ATLAS II Forklift</i>	<i>End Item: M1</i>
<i>Market Survey</i>	<i>Market Survey</i>
<i>Due Date: 10 Dec 09</i>	<i>Due Date: 10 Dec 09</i>

- The second type of market 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.

Open Notices & Surveys:

<i>Title: Small Utility Vehicle-Based Leader-Follower System</i>	<i>Title: Combat Vehicle Track</i>
<i>Due Date: 30 Nov 09</i>	<i>Due Date: 30 Nov 09</i>
<i>POC: Alex Kade</i>	<i>POC: John Matyas</i>
<i>Email: alex.kade@us.army.mil</i>	<i>Email: john.matyas@us.army.mil</i>
	<i>POC: Michael Buchin</i>
	<i>Email: michael.buchin@us.army.mil</i>

Market Surveys

- Market Surveys and Sources Sought Notices are synopsisized and announced in the FedBizOpps, <https://www.fbo.gov/> as well as ProcNet <http://contracting.tacom.army.mil/opportunity.htm> when non-competitive spares and repair parts do not appear on the CASL or APPL Listings. Market Surveys are done in support of solicitations that are open and on- the-streets.

Competition Advocates' Shopping List (CASL)

- The CASL contains both 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 :
<http://contracting.tacom.army.mil/ssn/sources.htm>

Advanced Procurement Planning List (APPL)

- Basically, the APPL contains items that have an approved Technical Data Package (TDP) and a competitive pool of vendors capable of manufacturing and producing the parts according to the form, fit, and function identified in the TDP. Although the APPL Listing is developed to highlight TACOM-Warren's competitive requirements, it may contain items that are difficult to procure because of stringent manufacturing and testing requirements called for by the TDP. Because of such stringent requirements for those competitive parts, the availability of competitive vendors who can supply those parts is limited. Therefore, such parts are classified as "Competitive, but difficult to procure." These parts can also become good candidates for the Source Approval Program. The APPL can be found at :
http://contracting.tacom.army.mil/future_buys/APPL_14July09_Updates.html
- If a non-competitive item is not on the [CASL](#) or [APPL](#) and TACOM intends to buy it in the future, a "Source Sought" notification will appear in the FedBizOpps. This notification invites interested parties to contact the Competition Management Office about the opportunities for Source Approval on the particular item.

Source Approval Program

- **What is a Source Approval?**

- ✓ **TACOM LCMC buys many parts for which little or no technical data is available to support procurement actions. The procurement of these parts are restricted to “approved” sources that have demonstrated their ability to produce the parts. For restricted parts, the Competition In Contracting Act (CICA) requires that buying activities, like TACOM LCMC, seek new sources and give those interested sources opportunities to demonstrate their capabilities to produce the parts. At TACOM LCMC-Warren, the implementation of this CICA requirement is called the Source Approval Program.**

- ✓ **The Source Approval Program provides ways for suppliers to qualify 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 is equal to or better than 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**
 - ✓ During the SAR phase, interested parties must complete and submit a SAR Package to the Competition Management Office for review and approval. The Competition Management Office works with the appropriate engineer and program manager to have the submitted SAR Package reviewed and evaluated.
 - ✓ The review process normally takes 30 to 60 days before a decision is made. If an approval decision is given during the SAR phase, the offeror is then authorized to move into the qualification and testing phase.
- **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 approval and eligibility status, the newly approved source can compete against other approved sources to supply parts for government requirements. It is imperative that offerors 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 procurement history, available technical data, engineering points of contact and other data which may be needed to make an informed decision to proceed with source approval.
- All free and public information can be obtained through the CMO
- Information regarding actual solicitations or awards is the domain of the Contracting Officer and may be available 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](#) .

Source Approval Program

- **Replenishment Parts Purchased or Borrow Program (RPPOB)**
 - ✓ *In addition to the Market Surveys / Sources Sought Notices, the CMO also manages the Replenishment Parts Purchased or Borrow Program (RPPOB) that allows interested parties to buy sample parts to aid them in developing SAR Packages. In summation, the RPPOB Program provides interested parties an opportunity to buy parts for reverse engineering, comparison testing or other reason related to competition enhancement.*
 - ✓ **An interested party can buy spares through the RPPOB Programs, they can not borrow spares under a “loan agreement” through the RPPOB Program. The RPPOB Program does not support loaning and bailment of secondary spares procured with Army Working Capital Funds.**

Source Approval Program

- **Source Approval Request Package Requirement**

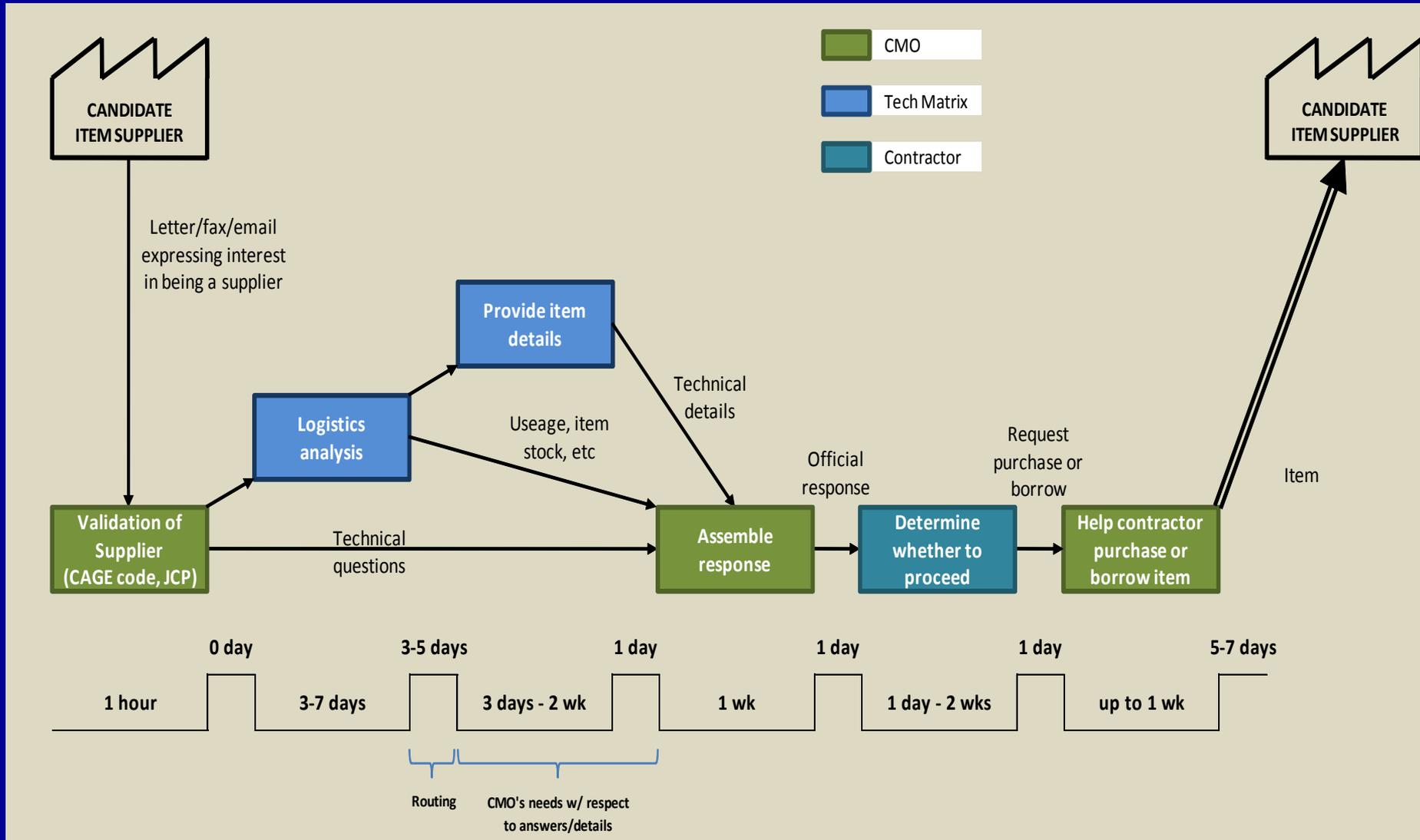
- ✓ **The most important step in the Source Approval process is the preparation of the Source Approval Request Package which contains three components.**
- ✓ **First, it must contain a description of the offeror's general manufacturing capabilities and capacity to produce the selected part.**
- ✓ **Secondly, it must identify the exact manufacturing processes and practices the manufacturer will employ in manufacturing the SAR candidate.**
- ✓ **Finally, it must provide a description of the qualification and testing procedures the manufacturer will use to demonstrate that the item produced will meet or exceed the current form, fit and functional requirements of the SAR candidate. The SAR must also be detailed enough as to allow TACOM LCMC-Warren's Engineering Department the ability to determine if a suitable part will be produced.**

- ✓ **Source Approval Information Booklet can be obtain at :**

<http://contracting.tacom.army.mil/compmgt/competition.htm>

Source Approval Program

Pre-SAR Value Stream



QUESTIONS

