

DEFENSE CONTRACT MANAGEMENT AGENCY



**DCMA**

ACQUISITION INSIGHT  GLOBAL ENGAGEMENT

# Defense Contract Management Agency (DCMA) Overview

## TKO Seminar - DLA Land & Maritime

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# Agenda

- **Introduction**
- **Mission and Vision**
- **Organizational Structure**
- **What to Expect**
- **Key Take Aways**

# What Does DCMA Do?

- **Represents the Military Services, other Federal agencies and allied government buying agencies at defense contractors worldwide**
  - **Prior to contract award**
  - **After contract award**
  - **Eyes and ears of the Program Office**



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# DCMA Mission, Vision, Core Values

## Our Mission

We provide Contract Administration Services to the Department of Defense Acquisition Enterprise and its partners to ensure delivery of quality products and services to the warfighter; on time and on cost

## Our Vision

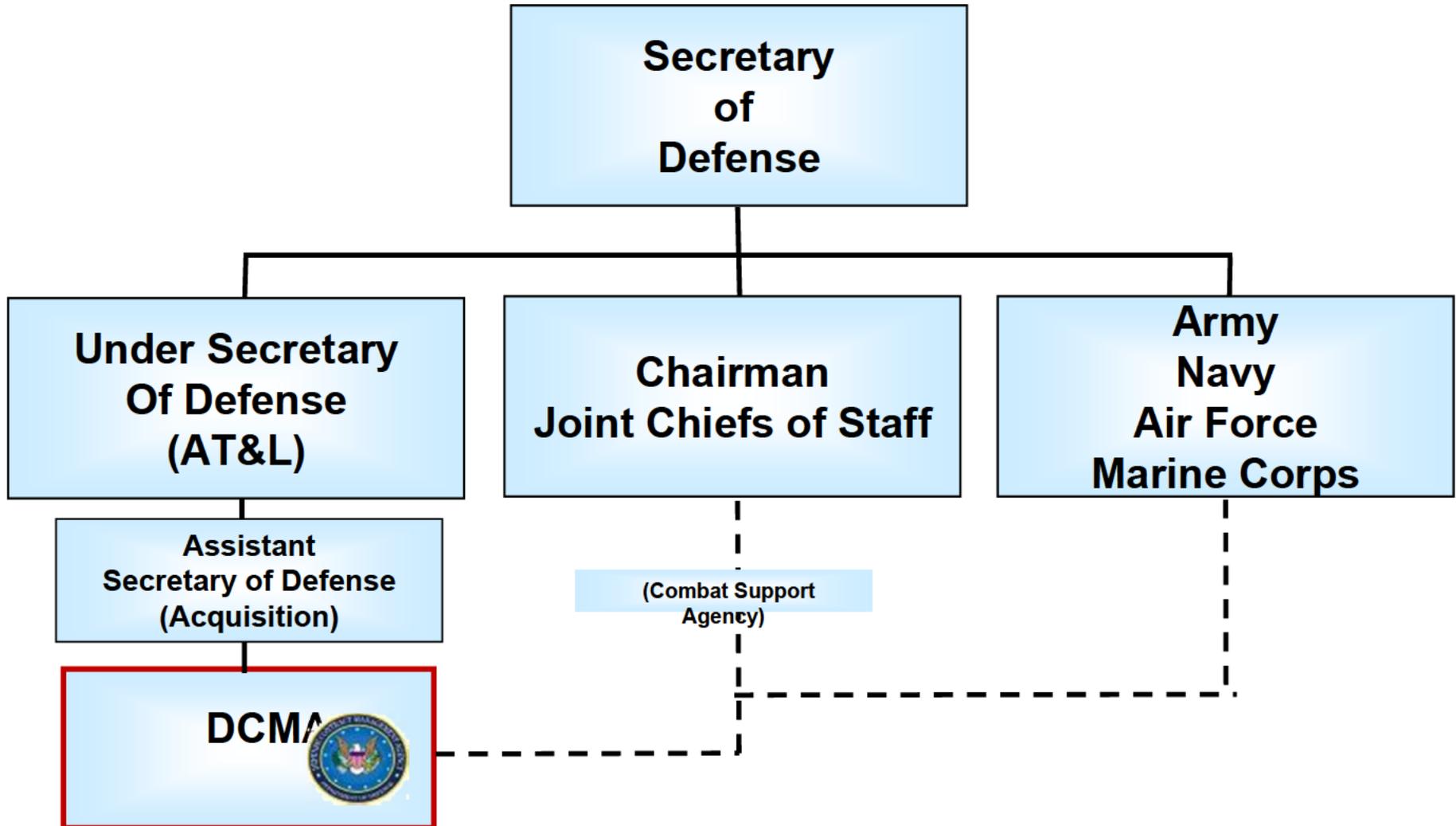
DoD's leading experts in Quality Assurance; Cost, Schedule, and Supply Chain Predictability; and Contract Administration; enabling our partners to achieve contract objectives

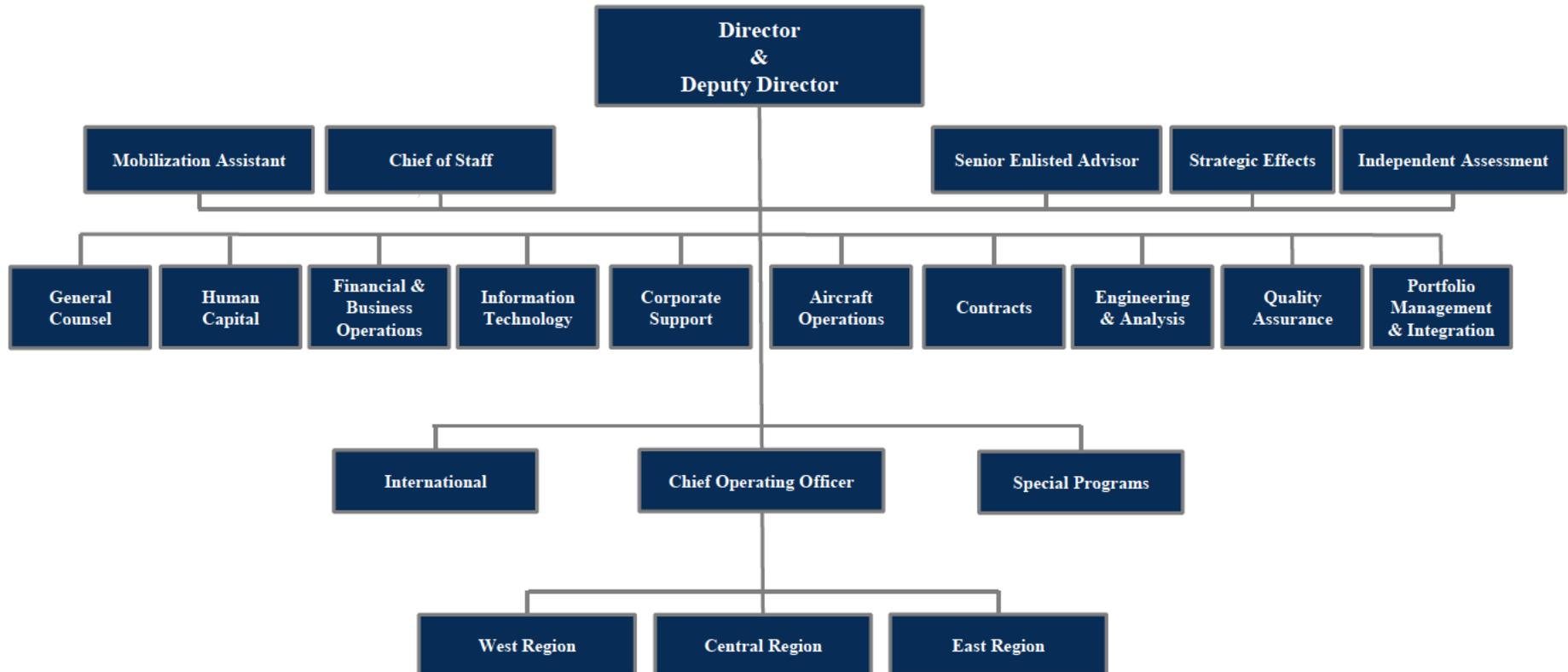
## Our Core Values

Integrity, Service, Excellence

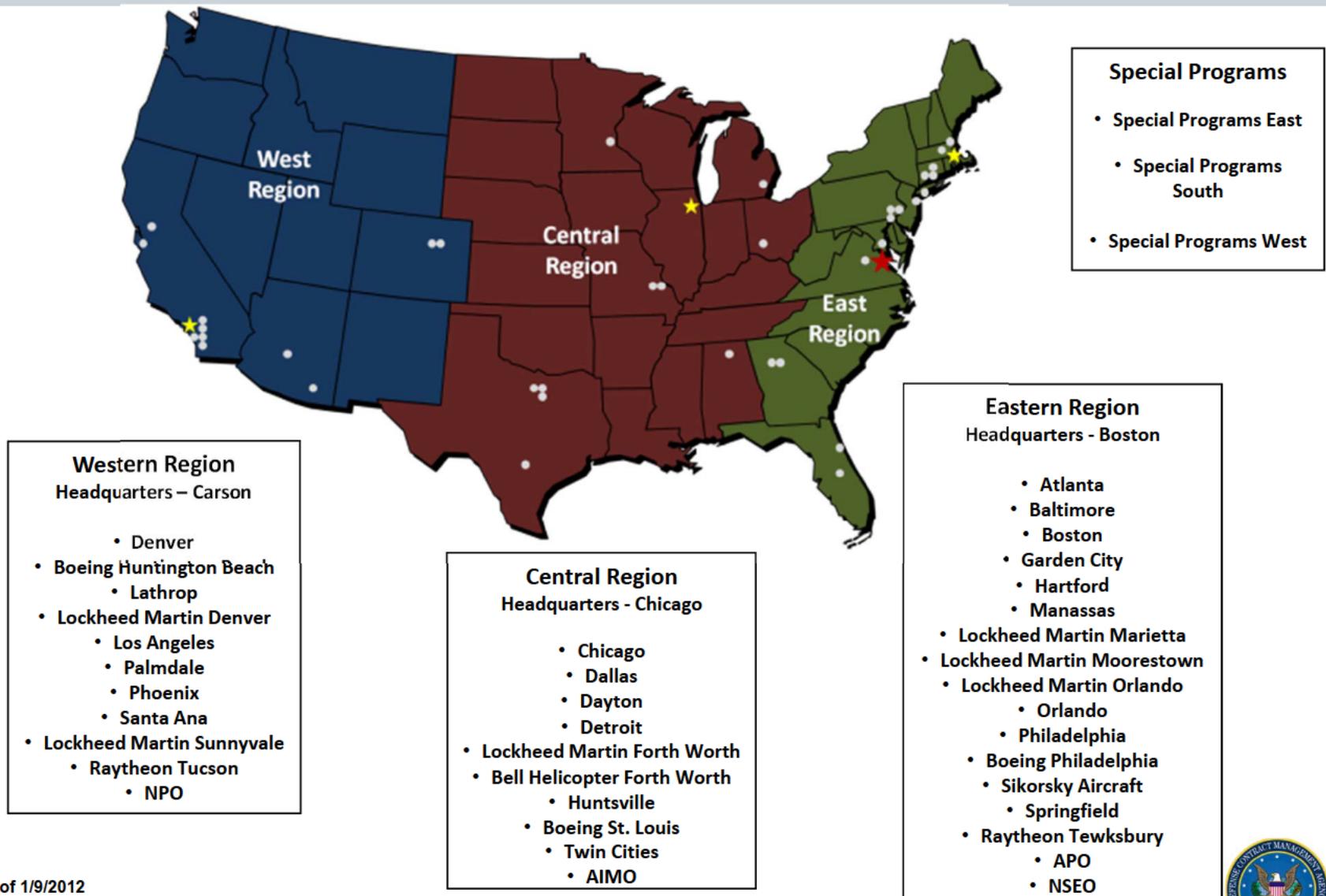


# Where DCMA Fits Under DoD





# Our Field Office Structure



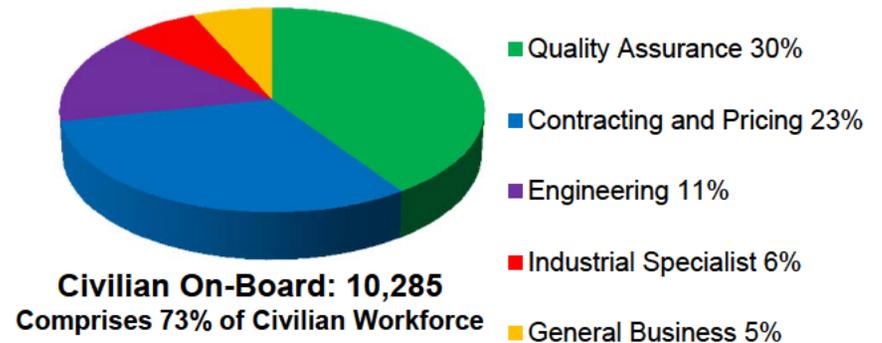
Current as of 1/9/2012

## Our International Presence



- Core Processes**
- ✓ Aircraft Operations
    - ✓ Contract Safety
    - ✓ Contracting
  - ✓ Contractor Business Systems
    - ✓ Cost and Pricing
    - ✓ Earned Value Management
    - ✓ Engineering
  - ✓ Manufacturing and Supply Chain Predictability
    - ✓ Property & Plant Clearance
    - ✓ Quality Assurance
    - ✓ Small Business
  - ✓ Software Engineering and Acquisition Management
    - ✓ Terminations
    - ✓ Transportation

## Civilian Workforce Demographics



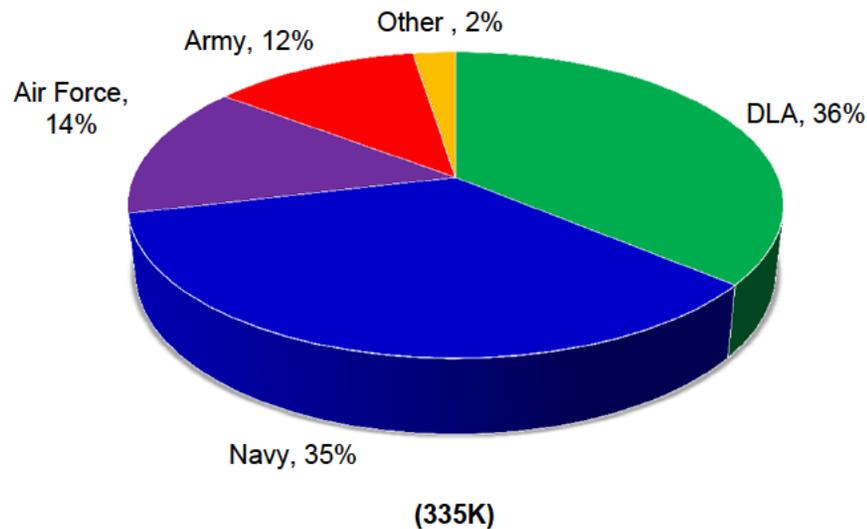
- Combat Support**
- ✓ Military Operations
    - ✓ Readiness of Fielded Systems
    - ✓ Modernization of Military Equipment
    - ✓ Industrial Surge – During Conflict



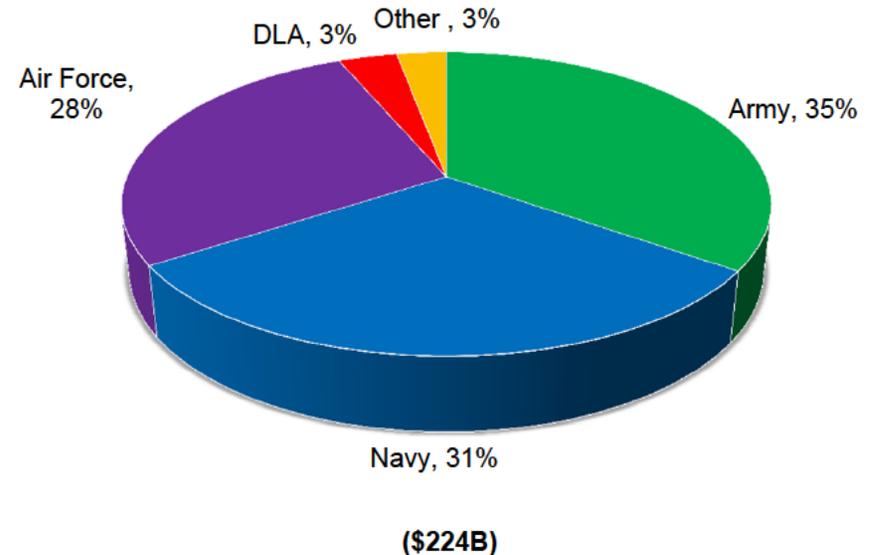
Current as of 2/21/2012

## # Contracts/Value

**# Contracts by Service**

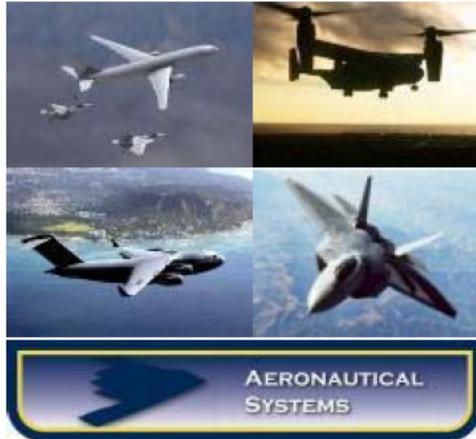


**\$ ULO by Service**



Contract Information Source: DCMA E-Tools Report, "Current Contract Workload" cube (CAR Parts A & B, CAR Sections 1 – 4)  
As of December 31, 2011

# Products Supported by DCMA





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# Customer Liaison Representatives

- **DCMA Customer Liaison Representative (CLR) located at most major DoD buying centers**
- **Functions**
  - **Facilitate the resolution of acquisition problems or issues**
  - **Facilitate communication between DCMA and the customer, DLA Land and Maritime**
  - **Arrange for DCMA services – pre award and post award**
  - **Provide strategic information on customer priorities**
  - **Educate customers on DCMA capabilities, services, and limitations**





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# We Submitted Our Proposal What Happens Next?

The DLA Land and Maritime Contracting Officer may request DCMA assistance with any or all of the following:

- **Pre-Award Survey – to look at:**
  - Technical Capability
  - Production Capability
  - Quality Assurance System
  - Financial Capability
  - Purchasing & Subcontracting
  - Safety
- Analysis of proposals using cost/pricing data
- Technical support to negotiations – Analysis of Material and Labor Hours on Proposal
- “Prospective Offeror’s Guide to Pre-Award Surveys”

**Purpose: To ensure the offeror has the full range of capabilities needed to deliver the product successfully**



# We Got The Award What Do We Do Now?

- **Read The Contract and Read It Again**
  - Does the contract match what you quoted?
  - Is Your Contract Administered By DCMA?
    - Purchase Order, DD-1155, Block 7
    - Contract, SF-26, Block 6
    - If it doesn't say DCMA, then DLA administers
  - Who is the ACO/QAR? Contact them!
  - Is inspection/acceptance at source or destination?
  - What are the packaging/shipping instructions?
  - What are the invoicing instructions?

# Inspection

- **Attention to Details of your contract**
  - **Source (Origin) Inspection vs. Destination Inspection**
- **Know who to contact before you are ready for inspection – Read Administration Block of your Contract**
  - **First Article Test Requirements?**
  - **Notify DCMA's Quality Assurance Rep (QAR) no later than 7 days prior to the date you want inspection to occur.**

# Wide Area Workflow (WAWF)

- **Wide Area Workflow (WAWF)** – not a DCMA system, but very important to you – WAWF is a system for electronic acceptance and invoicing on DoD Contracts, i.e., this gets you paid!!! You must learn how to do this correctly!

<https://wawf.eb.mil/>



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# What If Something Goes Wrong?

- **If you are unsure of anything, e-mail or call DCMA**
- **Do NOT ship if you know there is a problem with the paperwork. Do NOT ship before source inspection**
- **Packaging – follow the contract**
- **Invoicing – follow the contract**
- **If you know you are going to be delinquent (ship late) on a contract, notify DCMA ahead of time**
- **If you do not know how to request inspection, package, invoice or anything else...call DCMA immediately!**
- **Do not sit in silence...it won't get any better**



# Key Take Aways

- **Get to know your DCMA Reps!!!**
  - **Administrative Contracting Officer (ACO)**
  - **Quality Assurance Rep (QAR)**
- **Be prepared for the plant visit (pre-award survey)**
- **Your reputation is critical (ABVS). Get started on the right foot.**
- **Learn how to do the paperwork**
- **Ask lots of questions. Make sure you understand the requirements.**
- **Get a mentor.**
- **Open Lines of Communication – Up front and early!**