



Aerial Delivery Equipment Forecast Presentation for the Parachute Industry Association



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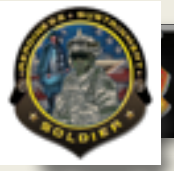
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Team**



I am prohibited from making commitments or promises, oral or written, to any contractor relating to the potential award, or the award of a contract. I am expressly prohibited from soliciting proposals, agreeing to, or executing any contract action or contractually obligating the government to an expenditure of appropriated funds.



Forecasted Procurements



Within the next 12

months

Description	NSN
Sling, Cargo/A7A	1670-00-251-1153
Single Point Release Harness	1670-01-227-7992
Advanced Cargo Parachute Release System (ACPRS)	1670-01-608-4698
Modular Airborne Weapons Case (Small / Large)	1670-01-618-5844 / 5845
Universal Parachute Recovery Bag (Small / Large)	1670-01-645-1731 / 1733

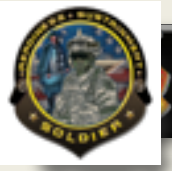
Within the next 24

months

Description	NSN
T-11 Personnel Parachute System	1670-01-539-4525
T-11 Personnel Parachute Canopy	1670-01-616-2768
RA-1 Personnel Parachute System	1670-01-606-1897
G-12 Cargo Parachute	1670-01-065-3755
MC-6 Parachute Systems	1670-01-527-7537
MC-6 Parachute Canopies	1670-01-627-4253
JPADS 2KM and Spares	1670-01-609-0728



Awarded Since August 2016 PIA Meeting



Description	NSN
Fast Rope, 60'	4020-01-338-3307
Fast Rope, 90'	4020-01-338-3308
Fast Rope, 120'	4020-01-338-3309
Coupling Assembly, 24'	1670-00-434-5782
Enhanced Speed Bag System	1670-01-628-5813
Enhanced Speed Bag Refurbish	1670-01-628-6841
Universal Parachute Kit Bag (Small / Large)	1670-01-645-1731 / 1733



Automated Parachute Management System Project Update to Parachute Industry Association





Agenda



- Purpose
- Benefits
- What is APMS
- Business Process Workflows
- Data Analytics
- Questions/Open Discussion



Purpose



Provide an introduction to the Parachute Industry Association on the Automated Parachute Management System (APMS), the Army Airborne Board's initiative to use real-time data metrics and trends analysis to increase the accuracy of parts forecasting for Supply Chain Managers and Industry Partners, while providing an enterprise level solution centered on safety, force readiness and sustainment.





Benefits



- More Accurate Parts Forecasting
- More Accurate Production Lead Time Data
- More Efficient Product Quality Deficiency Report (PQDR) Process





What is APMS?



- Modified-Off-The-Shelf, mobile ready, enterprise capable, asset management system to support supply management, more efficient parts projection and procurement, safety investigations and maintenance of personnel and cargo parachutes and associated airdrop support equipment
- The APMS will employ business process management workflows to standardize processes, increase senior leadership visibility, and increase overall efficiency of current processes
- Physical asset tracking will be automated by leveraging Unique Item Identification (UID) and Passive Radio Frequency Identification (pRFID) technologies in-conjunction-with mobile devices
- APMS will automatically pull data from existing Enterprise Resource Planning (ERP) systems like Global Combat Support System-Army (GCSS-A)
- System capabilities will include:
 - Life Cycle Management/Trend Analysis
 - Key Performance Indicators (KPI)/Dashboards
 - Supply Chain Management/ Demand Forecasting
 - Real-time Metrics/Analytics (Asset Visibility)
 - Warehouse Tracking/Automation (Asset Visibility)
 - Maintenance Tracking/Reporting
 - Message Alerts (PQDRs, Safety Messages, etc.)
 - Enhanced Parts Projections/Demand Forecasting Ahead of Requisition(s)





Business Process Workflows



- Warehouse Tracking & Automation
- Product Quality Deficiency Reporting and Trend Analysis
- Equipment Maintenance
- Accident Investigation Processes





Data Analytics



- Message Alerts (e.g., active PQDRs, modifications required to equipment, safety messages, etc.)
- Real-time data metrics and analytics
- Trend Analysis
- Key Performance Indicators (KPI)/Dashboards
- Supply Chain Management/ Demand Forecasting
- Technology Insertion



Questions/Open Discussion





Back Up Slides



Purchasing Factors



Factors that must be considered prior to initiating a contract:

1. Valid Requirement:

- a. Required to have a valid requirement in place to justify a purchase.
- b. Requirement can be based on an actual requisition or by a forecast from the Program Manager or item manager.
- c. Forecasting is challenging due to spikes in requirements (changes in training environments, emerging conflicts or natural disasters).

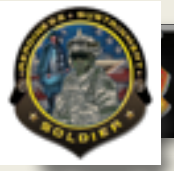
2. Funding:

- a. Extremely limited and competitive.
- b. There are only a few sources of funding that can be used for our sustainment contracts (Army Working Capital Funds (AWCF) & Army (OPA).
- c. We do accept Reimbursable and Direct Cite funding from other services to support their requirements for aerial delivery equipment as well.

Note: Both funding and a valid requirement are necessary to obtain a contract.



Qualified Producers List



Qualified Producers List (QPL): For personnel parachute procurements, a qualified vendor must be on the QPL for consideration of that procurement. A qualified manufacturer is one who has met the requirements for qualification and whose Manufacturers Cage Code has been entered on the applicable QPL. QPL status must be in place prior to any award pursuant to a specific item solicitation,

For instructions and Guidelines on how to obtain QPL status, please request a data package from

US Army TACOM, ILSC
Natick Soldier System Center
Attn: AMSTA-LCS-EA, Steven Manos
15 General Green Avenue
Natick, MA 01760
e-mail: steven.a.manos.civ@mail.mil

The request must contain: The part number, company address, plant address, your intention to be listed on the QPL, the point of contact for the request (including phone and fax numbers, e-mail address as available). Retain a copy of the request.