

## NAVSUP WSS P-3 Sustainment Initiatives & International Programs Support

*Presented to:*

**P-3 Hercules Orion Conference (HOC)**

*Presented by:*

**Allan Craven/Jenna Chaouch**

16-17 October 2023



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## Agenda

- NAVSUP WSS Organization
- Acquisition Life Cycle Overview
- Sustainment Phase
- Follow On Supply Support Overview
- USN Sundown Phase
- P-3 Sustainment and Sundown Support Strategies
- Repair of Repairables (RoR)
- Key Takeaways

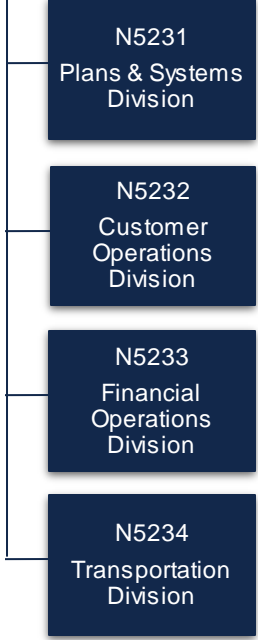
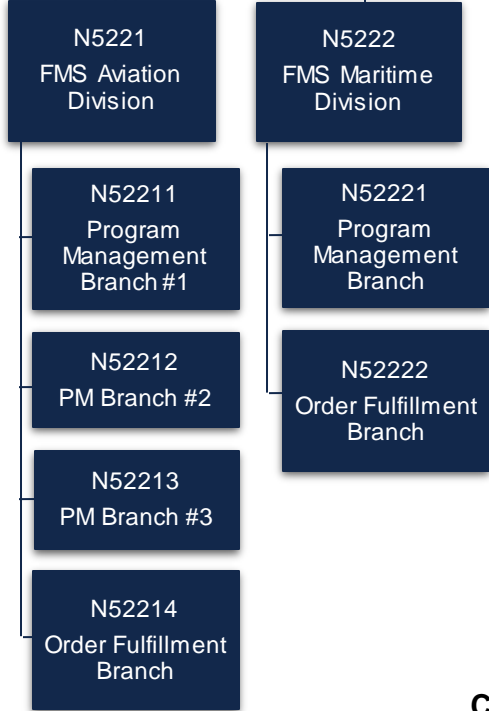
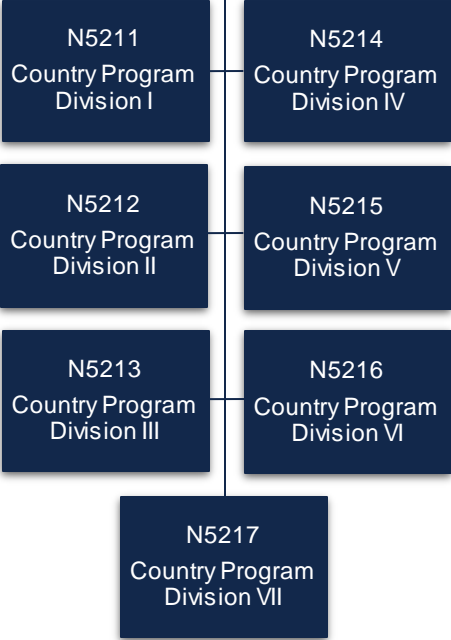
NOF/N52  
International Programs  
Directorate

N521  
FMS Country Program  
Management Department

N522  
FMS Operations  
Department

N523  
Planning & Program  
Support Department

NOFX  
Joint Consolidation Point



**Mission**

NOF - Provides International Programs logistics oversight for NAVSUP WSS and key stakeholders.

N52 - Delivers NAVSUP WSS Foreign Military Sales (FMS) program and logistics support capabilities to our international partners for weapon systems that enable and sustain mission ready Forces through the administration and management of the logistics and financial operations for Navy's Security Cooperation (SC) and Security Assistance (SA) programs.

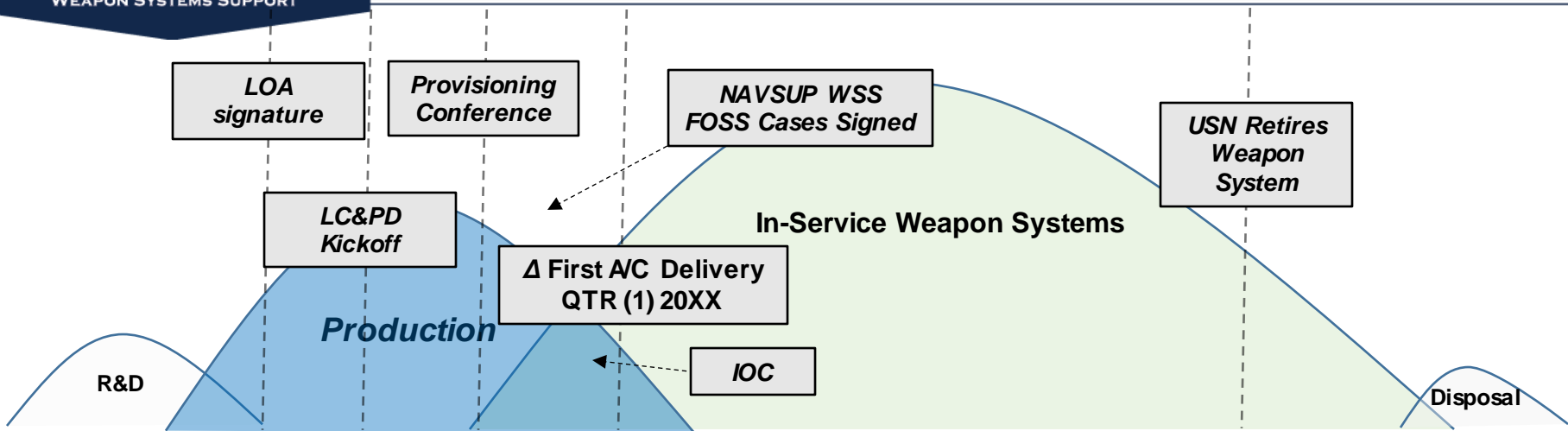
NOFX - Joint Consolidation Point (JCP) for tri-service international community. Consolidates and ships material worldwide in support of Counterterrorism Operations, Counter-illicit Drug Trafficking Operations, and Maritime and Border Security Operations.





# Acquisition Life Cycle Overview

Life Cycle Cost



## Acquisition (New Weapon Systems)

## Sustainment, In-Service Changes

## Sun-down

Life Cycle

**Acquisition/Initial Support**  
HSC (PMA) Lead

**Follow-on Supply Support**  
NAVSUP WSS/HSC Lead

**USN Out of Service (OOS)**  
NAVSUP/HSC Lead

NAVSUP Support

Allowance Development  
Spares Down Selection  
Configuration Control  
Define Sustainment Strategy  
Spares Requisitioning

Cooperative Logistics Supply Support Arrangement (CLSSA)  
CLSSA Repair Item Replacement Option (RIRO)  
Direct Requisitioning Procedure (DRP)  
Repair of Repairables (RoR)

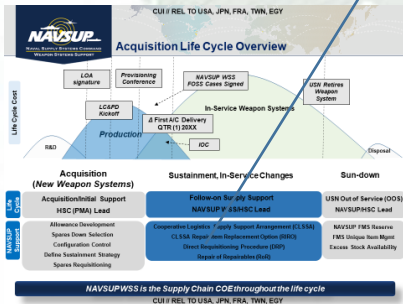
NAVSUP FMS Reserve  
FMS Unique Item Mgmt  
Excess Stock Availability

**NAVSUP WSS is the Supply Chain COE throughout the life cycle**

## NAVSUP WSS Sustainment Phase

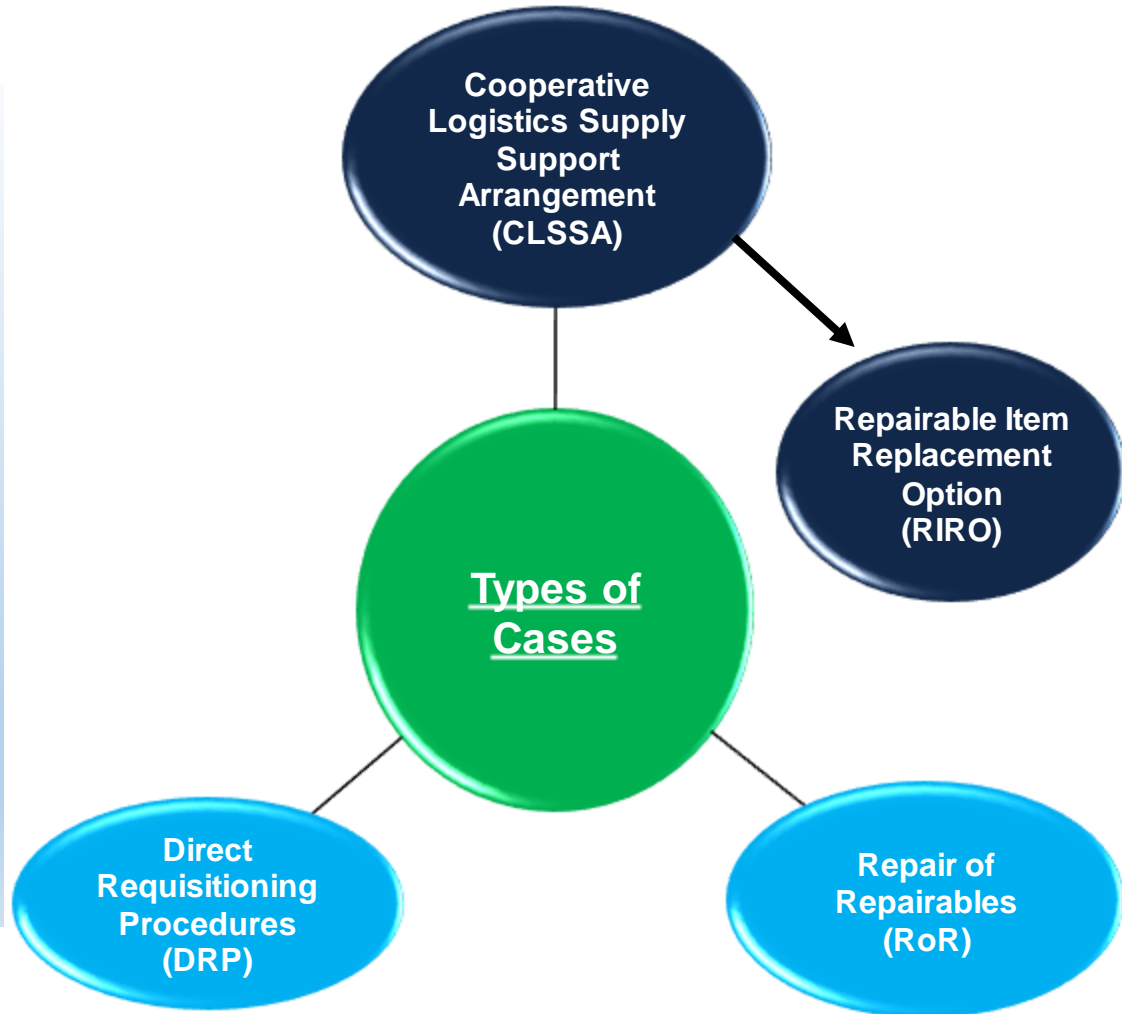
### Core Focus Activities

- **Weapon System Follow-On Supply Support (FOSS)**
  - Monitor many aspects of FMS partner programs
    - Timely delivery of all materiel and services
    - Financial accuracy
    - Research and resolve complex financial, logistics, and supply issues
  - Provide technical support for FMS requisitions
    - Validate stock numbers, part numbers, weapon system applications or recommended substitutions
    - Correct or reject requisitions with insufficient technical data
    - Answer technical referrals from DLA, GSA, and international representatives
    - Provide expedited processing and tracking for priority requisitions
  - Provide requisition tracking and status updates for all assigned FMS cases
  - Direct procurements to include identifying potential alternate sources of supply, initiating acquisitions, and interfacing with commercial buying services
  - Coordinate transportation of materiel and the return of Repair of Repairables (RoR) assets



# NAVSUP WSS Follow-On Supply Support (FOSS) Case Profile

- Develop, offer and manage tailored case portfolios for FMS Partners as requested
- Recommend full complement of available supply support cases / functions based on platform / weapon system & customer parameters
- Engage early in platform acquisition phase to promote planning and understanding of sustainment options
- Accommodate FMS Partner unique parameters & constraints (fiscal cycles, law/regulations)



**DRP & RoR Eligible for Combination into an Omnibus Case**



## Preparation for USN Sun-down Phase

### Considerations

- CLSSA and CLSSA-RIRO support will cease for depot level repairables that transition to FMS management
- Traditional sources of supply and/or repair may no longer be available
- Review Excess Stock Available List for potential procurement of excess USN materiel at a reduced price
- Evaluate potential of retrieving assets from AMARG (Aviation systems)

### Preparation and Transition Activities

- Load planned program requirement to file in order to protect Integrated Weapon System Team (IWST) managed assets from disposal and ensure adequate stock is retained to support International Partners
  - Completed in the years prior to Sun-down and reviewed on a regular basis
- Request the IWSTs transfer all system unique NIINs to FMS management and take necessary file maintenance actions prior to transfer
- Inform International Partner of WWRS for obtaining and/or selling excess spares

***Continued support after USN Weapon System Sun-down***

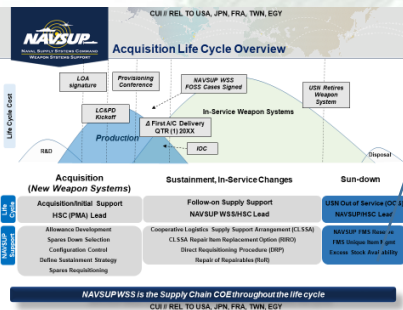


# NAVSUP WSS USN Sun-down Phase

## Core Focus Activities

### ■ USN Out of Service (OOS) Weapon System

- Prepare for US Navy weapon system Sun-down
  - Load planned program requirements (301s) to ensure retention of an adequate number of assets
  - Review semi-annually to capture additional materiel phased out of the USN Supply System
- Ensure alternate means of obtaining assets are in place
  - Access to Form 44 (Aviation only, used to obtain assets from Section 5 of AMARG)
- Provide technical assistance
  - Identify alternate or substitutable replacement parts
  - Assist the Hardware Systems Command and NAVSUP WSS source development with identification and certification of potential international sources of supply and repair
- Direct procurements to include identifying potential alternate sources of supply, initiating acquisitions, and interfacing with commercial buying services





## NAVSUP WSS FMS Reserve & FMS Unique Materiel

### FMS Reserve

- Materiel protected from disposal that is managed by either the IWST or FMS. Planned program requirements are loaded into the system to reserve the materiel and the quantity is calculated based on historical demand or projected program usage.

Demand Based	Program Based
Captures past 2 years of Direct Requisitioning Procedures (DRP) non-recurring demand	Based on projected SYSCOM platform sales, long-term demand patterns, and/or anticipated requirements
PPRs are recalculated and refreshed at 6 month intervals	Loaded for two years

### FMS Unique Item Management

- Materiel of USN Sun-downed systems, equipment, or platforms managed by FMS
- Materiel is not actively managed; RFI stock is not replenished and N-RFI assets are not repaired for stock
- Assets issued to International Partners until stock is depleted
- Spot buys are used to procure assets once stock has been depleted
- CLSSA not authorized

## Commonality between P-3 and P-8

- Total of 32 7R COG NIINs are common between the P-3 and P-8
- CLSSA support can continue for any of these items that appear on Equity Lists
- NAVSUP WSS reviewing CLSSA cases to determine potential for ongoing CLSSA support for these items
- Takeaway: There will be limited potential for CLSSA support post-USN sundown of the P-3

## Efforts Underway for P-3 Sundown

- P-3 Retention Effort
  - Total of 5,207 items that are unique to the P-3 aircraft
    - 601 items have experienced FMS demand within the last 10 years
      - 363 of which have stock on hand in the USN supply system
      - NAVSUP WSS FMS loaded planned program requirements to retain stock on hand of those 363 items to prevent disposal
    - NIINs that are no longer used by the USN with valid FMS Partner configuration applications will be transferred to FMS Unique Item management
- NAVSUP WSS FMS will require ongoing feedback from FMS partners regarding projected demand and any changes in configuration to prevent retention of unneeded materiel or disposal of needed parts.
- Identifying materiel with limited stock or obsolescence issues
  - Recommend sending demand signals to vendors
    - Developing future demand forecasts
    - Advanced contracting for repair

## Repair of Repairables (ROR)

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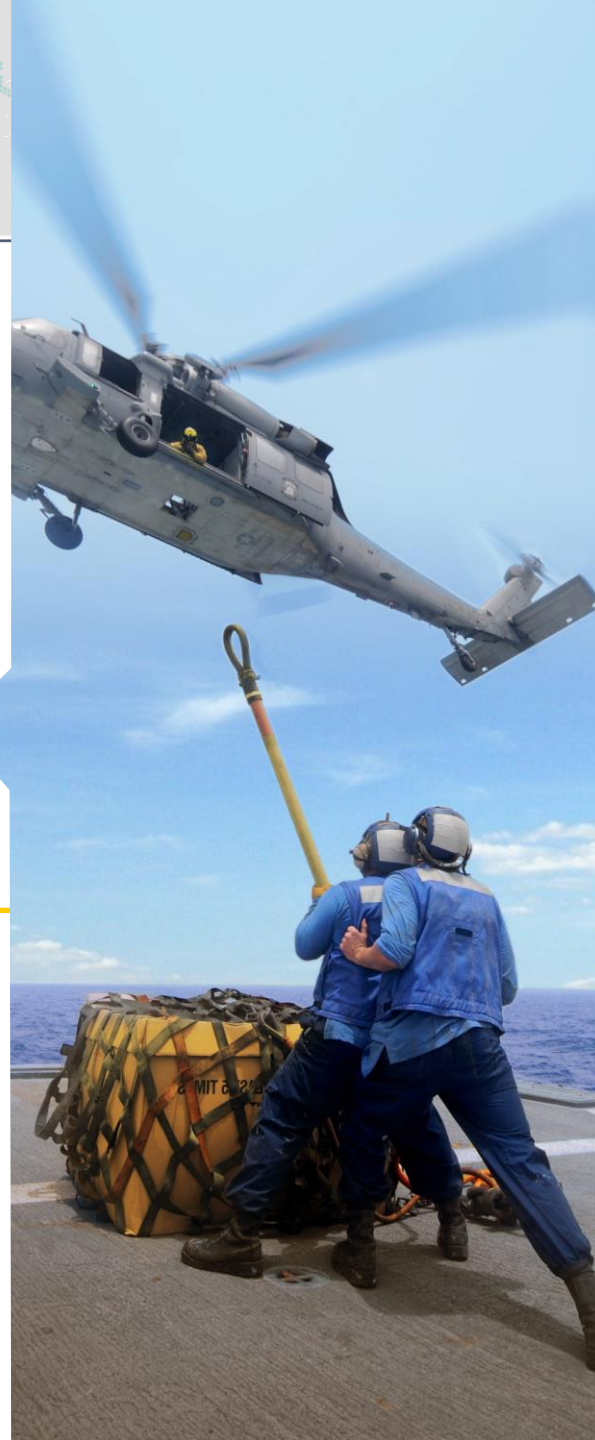
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**HERCULES ORION  
CONFERENCE**

*Presented by:*

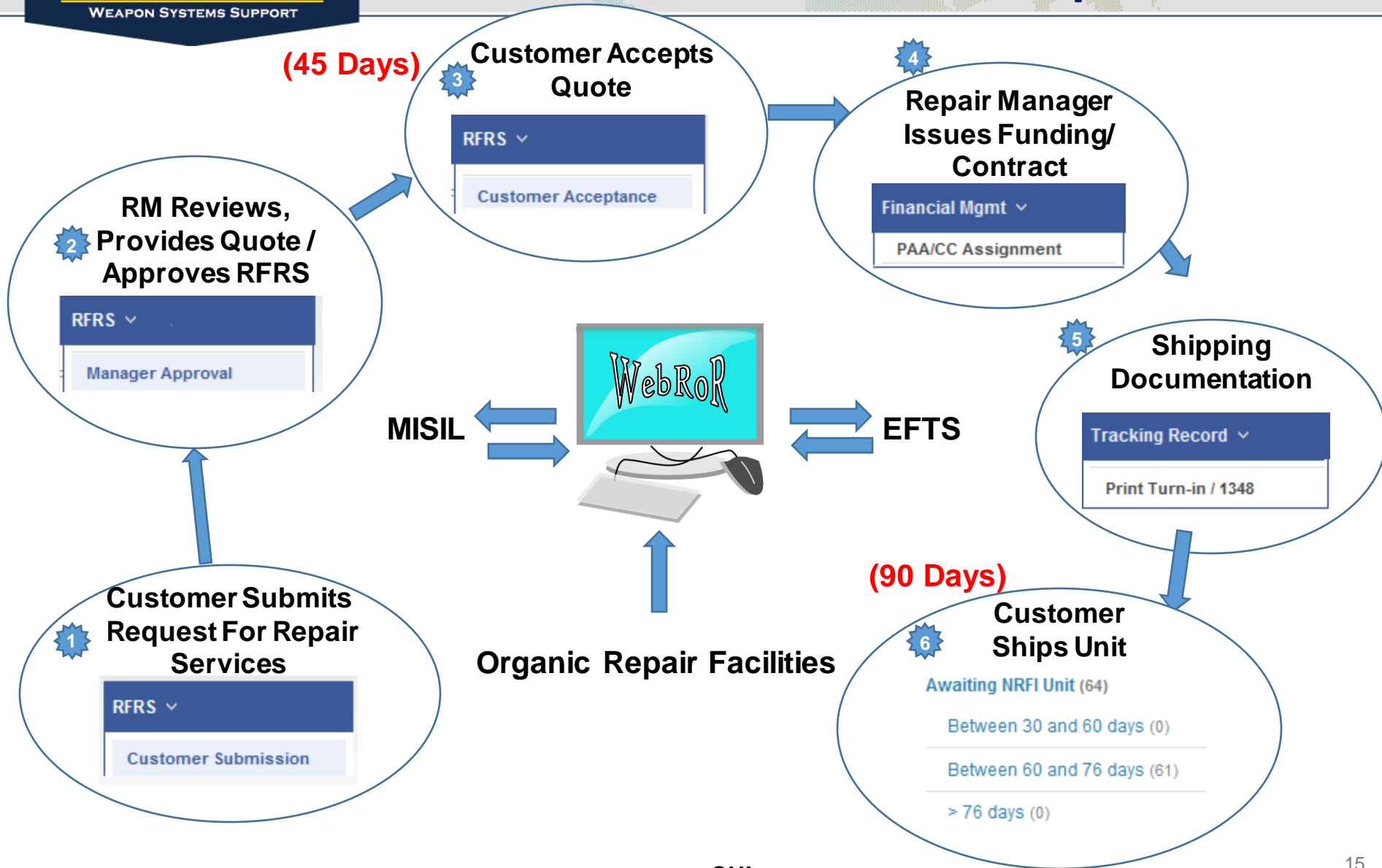
**Jenna Chaouch**

OCT 17<sup>th</sup> 2023

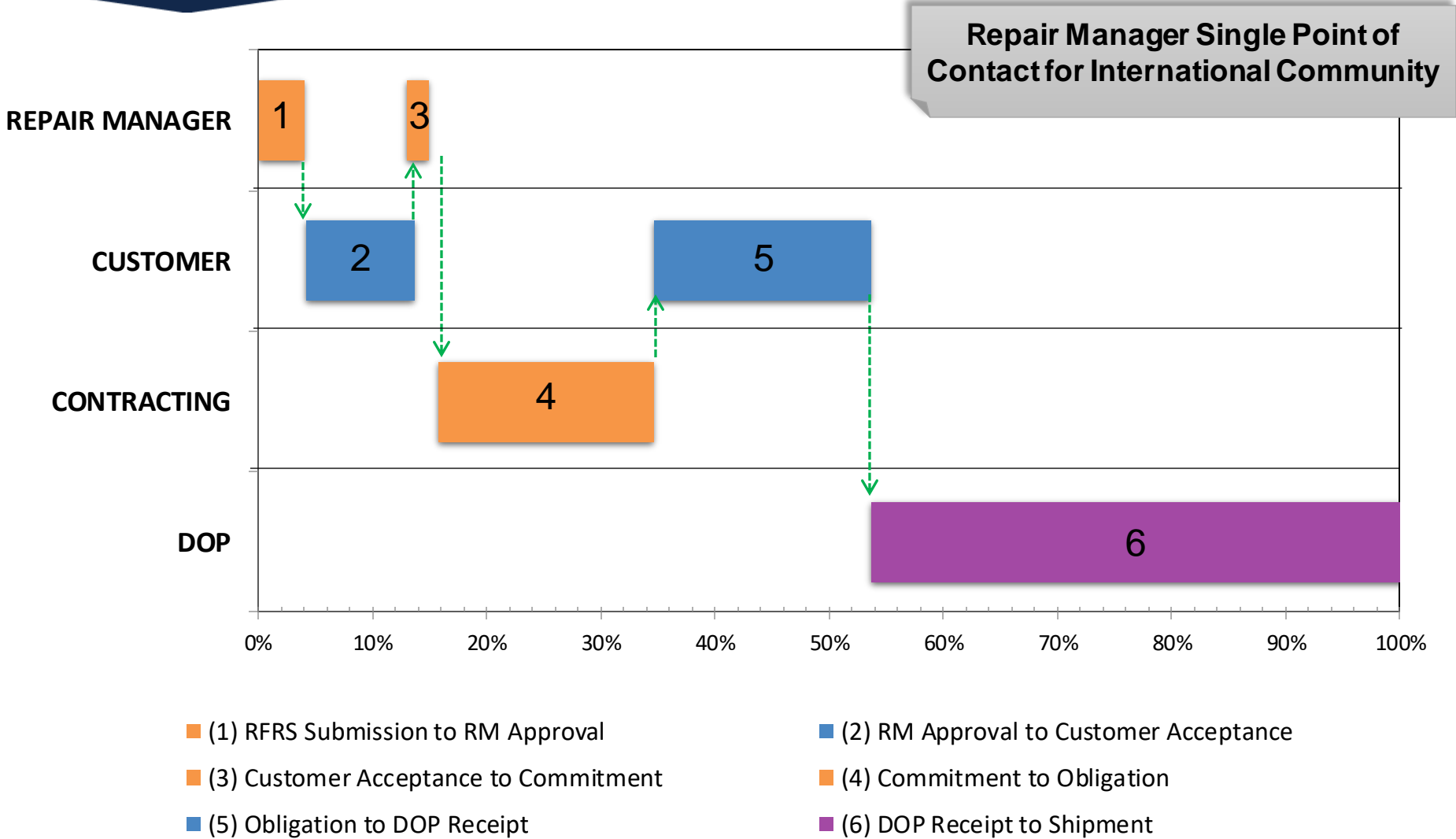


- Repair and Return (RoR) process
- P3 Total Cycle Time
- Time Traps / Issues
- ROR Going Forward
- Advanced Contracts
- RoR Takeaways

# WebRoR Repair Process

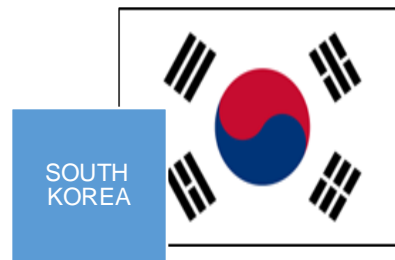
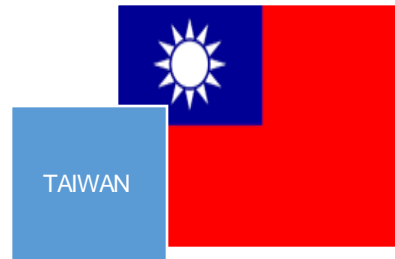


# Repair & Return Process by Segment





# CURRENT P3 ROR CUSTOMERS



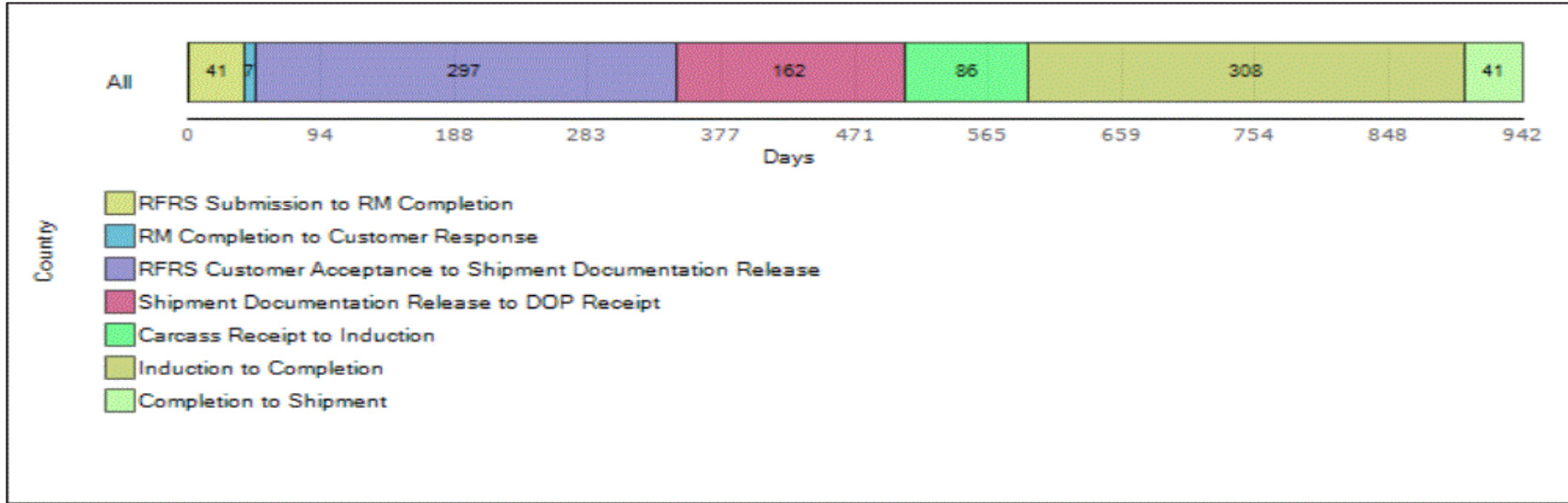
# SCORE CARD

[Info](#)

Segment	Records	Average	Median	G	Y	R	R-Range
RFRS Submission - Repair Manager Approval (10-17 Days)	18	1	0	94%	6%	0%	0 - 0
Repair Manager Approval - Customer Acceptance (10-30 Days)	0	0	0	0%	0%	0%	0 - 0
Customer Acceptance - Commitment (10-17 Days)	0	0	0	0%	0%	0%	0 - 0
Commitment - Obligation (15-25 Days)	90	269	207	9%	1%	90%	44 - 841
TiL Release - Repair Facility Receipt (45-90 Days)	285	230	79	34%	25%	41%	93 - 1965
Repair Facility Receipt - Repair Facility Induction (15-25 Days)	93	663	491	0%	0%	100%	27 - 2274
Repair Facility Induction - Repair Facility Completion (120-150 Days)	163	506	321	26%	4%	70%	156 - 3534
Repair Facility Completion - Repair Facility Shipment (15-25 Days)	47	761	924	2%	4%	94%	40 - 3259
RFRS Submission - Repair Facility Shipment (240-379 Days)	689	665	503	34%	10%	56%	391 - 3663

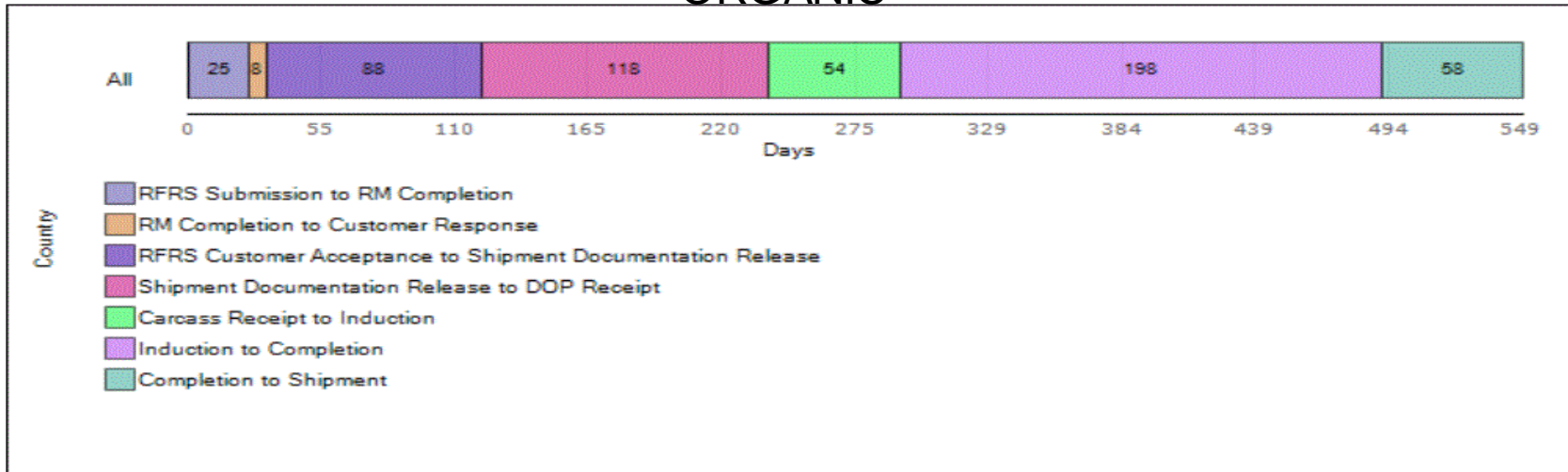
# RoR P3 Total Cycle Time (2020–2023)

## COMMERCIAL



942 days

## ORGANIC



549 days

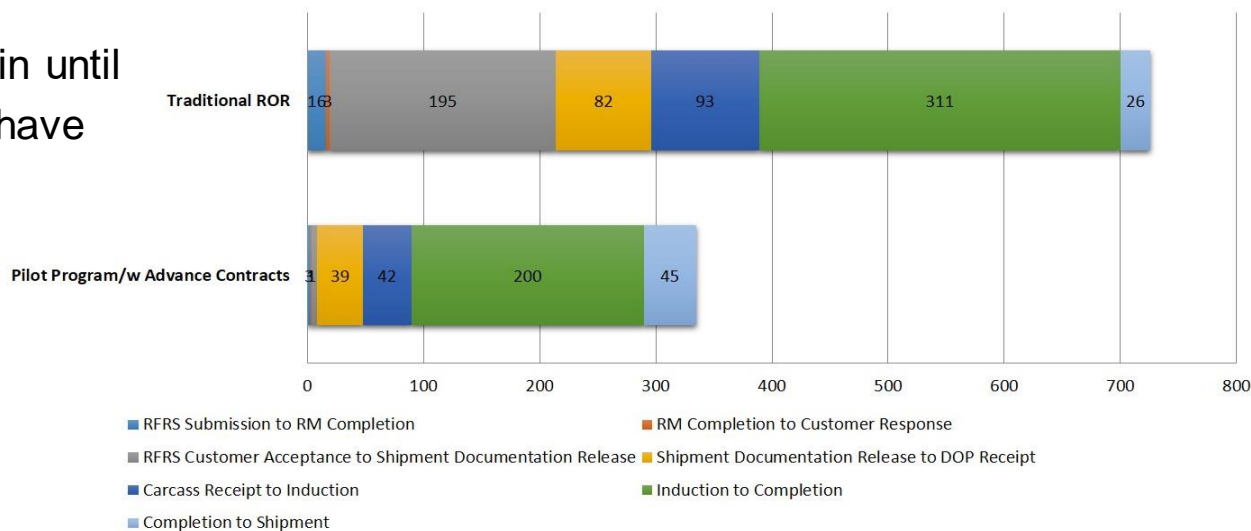
## Time Traps/ Issues

- No Carcass
- Misidentified Units- wrong NSN, P/N, Serial Number
- Lack of repair (reason for failure) information
- Lack of shipping documentation
- Administrative modifications
- Lack of forecast/planning
- Lengthy contract award time
- Obsolescence
- Cannibalization of components
- Improper packaging of assets

## Advance Contracts for Commercial Repair

### Traditional ROR

- Monetary Limitation orders and Ceiling Price orders to meet immediate demand
- It is a reactive process
- The repair cycle doesn't begin until international partners already have a hole on their shelf



### Advanced Contracts

- What are Advance Contracts?
  - A pre-obligated contract that eliminates contract admin time in the repair cycle
  - Instant release of shipping document upon failure
  - Faster TAT at the DOP due to parts being readily available

***Turn-in documentation for forecast commercial repair requirements can be released upon RFRS receipt.***

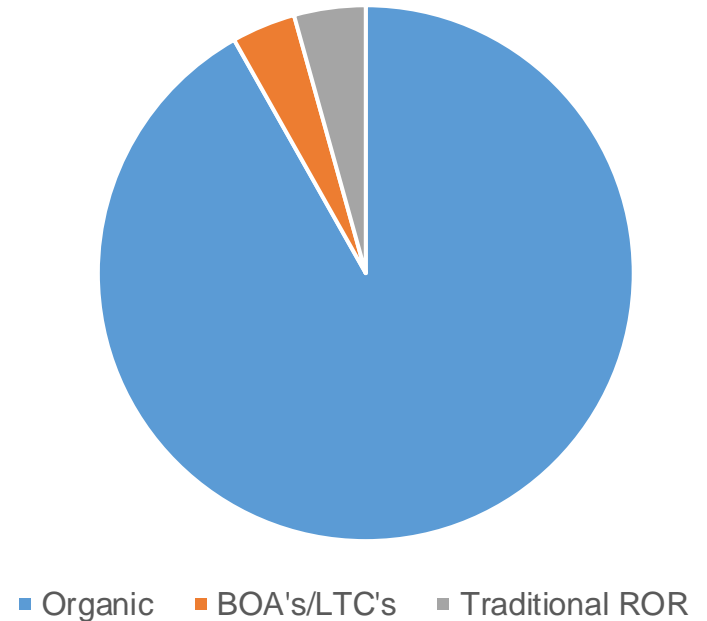


## ADVANCED CONTRACTS- BENEFITS

- **Mimics US NAVY Process**
  - Planning prospective
  - Anticipate future demands
- **Partner Driven Process**
  - Able to meet individual partner requirements
  - Setup to match partners schedule
- **Quick/ Immediate Turn in Letters**
- **Visibility in Web ROR**
  - Slots available
  - Induction Expiration
  - Reports
- **Vendor Awareness**
  - Have piece-parts readily available
  - Repairs incorporated in vendors schedule
- **Future Benefits**
  - Detailed metrics and reporting
  - Option for multi FMS Partner Advanced Contracts

NIIN	Nomenclature
004333936	CYLINDER AND VALVE
000203211	TRANSMITTER, RATE OF FLOW
000851104	VALVE, CROSS
008223053	VALVE, HOT AIR
008847571	VALVE, BUTTERFLY
012960634	COMPRESSOR, ROTARY
010585300	VALVE, BUTTERFLY
008883687	PUMP, WATER AND ALCO
000212239	INDICATOR
001067401	VALVE, BUTTERFLY
008157282	INDICATOR
008876729	VALVE, DUCKFLOW AIR
008871967	REGULATOR, CABLE TEN
008871911	ACTUATOR, ELECTRO-ME
010537272	GENERATOR, ALTERNATI
014378169	INDICATOR, LIQUID QU
008871904	VALVE ASSEMBLY, FUEL
010978747	CONTROL BOX, ELECTRO
003191723	TANK UNIT ASSEMBLY
009248116	FAN, TUBE AXIAL
011599078	CONTROLLER, AIR PRES
003191685	INDICATOR, TEMPERATU
009184600	CONTAINER ASSY, FIRE
008187701	VALVE, CABIN COMPRES
008871968	REGULATOR, CABLE TEN
010175428	REGULATOR, VOLTAGE
005660334	VALVE, FUEL, TANK TRA
008871944	PROPELLER
008871916	VALVE ASSEMBLY, BRAK
010440522	MOTOR-PUMP, HYDRAULIC
007625899	AMPLIFIER, ELECTRONIC CONTROL
011148652	AMPLIFIER, ELECTRONIC CONTROL
005660332	VALVE, CROSS
001113651	STARTER, ENGINE, AIR TURBINE
008871969	COOLER, LUBRICATING OIL, ENGINE
008871935	CONTROL UNIT
008870119	SPINNER, PROP

## Repairable Item Sustainment Strategy





## Sustainment Strategy Moving Forward

- Forecasting future requirements will allow repair facilities to; include requirements in their schedule, continue capability, as well as order piece parts in advance.
  - Forecasting decreases RTAT.
  
- The Fleet Readiness Centers have determined disestablishment for an estimate of 250 NIINS.
  - NAVSUP is working with the program office to identify organic/commercial sources that can support the disestablished NIINS.
    - MHD Rockland
  
- NAVSUP will continue to add FMS requirements to NAVY BOAs/LTCs as well as request FMS only vehicles when possible.



### Repairable processes – (notional timeframes)

Long Term Contract -  
RoR

180 days

Advanced Contract Order - RoR

250 days

Basic Ordering Agreement - RoR

365 days

Stand-alone contract - RoR

500 days

### Planning impacts

- Increased information, planning (forecasting), and funding drives supply chain solutions
- RoR
  - Processes can be impacted through information sharing and planning
  - Unplanned requirements carry the longest cycle time for WSS and industry



## Key Takeaways

- Communication of our FMS Partner's sustainment strategy allows NAVSUP WSS to provide the best supply support options available tailored to the FMS Partner's needs
- Forecasting future requirements can send more accurate demand signals to vendors, helping to reduce lead times and uncertainty in industry capability
- Expedite asset delivery promptly upon the release of shipping documentation.
- Good configuration management practices allows for proper maintenance of the supply system, materiel availability, and avoids retaining or disposing of the wrong parts
- Once USN retires the P-3, there are still sustainment support options available through NAVSUP WSS.



# Summary



## FMS Partner Focused

Aligned With Navy IPO, SYSCOMs & Other Stakeholders



NAVSUP WSS International Engagement Supports the Maritime Strategy by Contributing to Allied Capacity, Proficiency and Interoperability





# BACKUP Slides



## Follow On Supply Support Case Types

### Cooperative Logistic Supply Support Arrangement (CLSSA)

- Benefits from USN wholesale supply system
- Improved supply materiel availability
- Sales orders processes mirror USN according to priority/urgency of need
- Supports attrition of DLRs for FMS Customers
- ONLY for centrally stocked & managed items
- Requires investment for DLR support

### Direct Requisitioning Procedure (DRP)

- Blanket order case for spares
- Standard and Non-standard ordering
- Supports augmenting FMS Customer inventories
- Leverages USN supply system for DLRs
  - Excess USN stock available
  - Combined procurements with USN & other FMS Customers
- Can include WWRS support

### CLSSA / Repairable Item Replacement Option (RIRO)

- One-for-one repair and exchange
- Mimics USN repair procedures
  - Requisition funded at net price
  - Carcass returned to USN Advanced Traceability and Control (ATAC) system
  - Materiel inducted through USN wholesale supply for repair
- **Premiere FMS sustainment strategy**

### Repair of Repairables (RoR)

- Serial number tracking of repairables
- FMS Customer retains ownership of materiel through process
- Standard and non-standard repairs
- Generally less expensive & faster than buying new
- Utilizes same USN organic and commercial repair facilities & contracts



## Cooperative Logistics Supply Support Arrangement

- Cooperative Logistics Supply Support Arrangement (CLSSA)
  - CLSSA is the most effective means of replenishing spare and repair parts for weapon systems
  - FMS Partner co-invests with the US Navy in a range of spare parts
  - Major benefits include deeper access to materiel similar to that of the US Navy, as well as decreased Logistics Response Time (LRT)

### Foreign Military Sales Order (FMSO) I Investment Case

- Partner Investment comingled with NWCF
- WSS combines USN & FMS forecasted demand
- WSS augments stock to support demand
- Investment is calculated using the Replacement Price vs. Standard Price
- Investment = 30% of 17-month forecasted demand

### Foreign Military Sales Order (FMSO) II Ordering Case

- FMS partner requisitions materiel
- Materiel issued from stock
- Requisitions are priced at the Standard Price
  - RIRO (repairables) requisitions are priced at net price (Average repair price + NWCF surcharge)
- Restrictions apply

***Augmentation period applies to Navy-managed items***



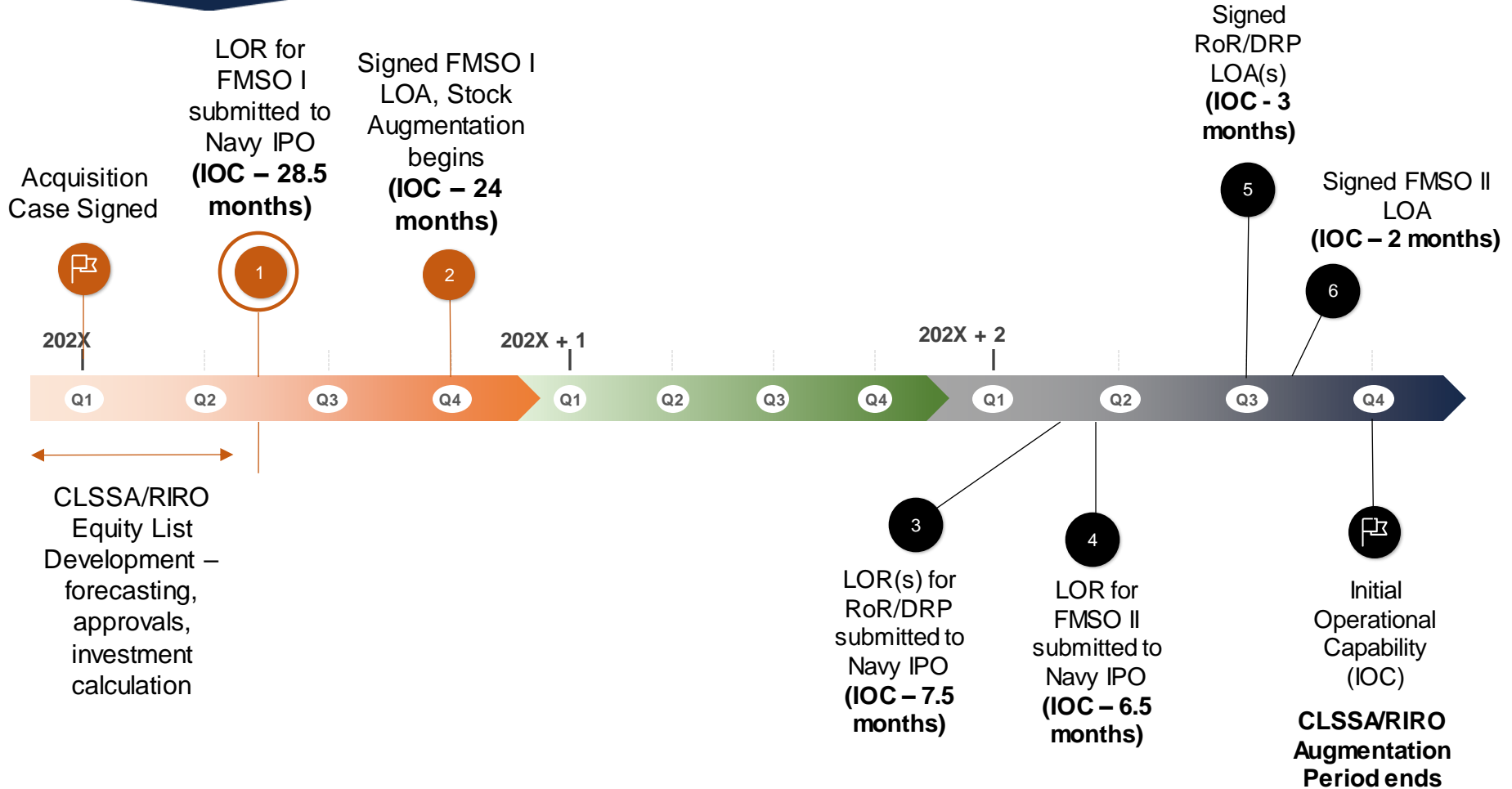
## CLSSA Repairable Item Replacement Option (RIRO)

- An enhancement to a Cooperative Logistics Supply Support (CLSSA) Case for repairable items
  - Note: CLSSA case is required for RIRO
- Allows FMS Partner to replace a failed repairable item by requisitioning a Condition "A" asset from the Navy Supply System in exchange for the return of a failed carcass (one-for-one exchange)
- Carcasses returned to USN Advanced Traceability And Control (ATAC) Hub
  - Carcass return requirement is 45 days from requisition date **Carcasses not returned will result in a second charge (carcass value)**
- Co-mingled inventory with USN and other FMS partners allows for compressed support pipeline (shortened Logistics Response Time (LRT))
- Increased materiel availability through shared (USN/FMS) forecasting processes
- Critical for systems being supported by USN under various NAVSUP contracts or those with limited assets
- CLSSA/RIRO is required for Performance-Based Logistics (PBL) support
- RIRO-eligible items and quantities are maintained on an approved "Equity List"

***Fully leverage and benefit from USN supply system***



# NAVSUP WSS Follow-on Supply Support Notional Timeline



\*Note: NAVSUP WSS LOAs are offered within 45 days from receipt of LOR. In most cases offered LOAs expire after 90 days without signature.





## Direct Requisitioning Procedures (DRP)

- Allows an FMS partner to order materiel from a broad category of items identified in the case within a specified dollar amount, including:
  - Non-Standard spare parts (PROS)
  - Worldwide Warehouse Redistribution Services (WWRS) (ordering lines only)
  - WSS Excess Stock Availability List (ESAL)
- Designed to be flexible to FMS Partner needs (multiple platforms or weapon systems) on one case
- Allows FMS Partner to augment internal inventories through procurements
- Navy Depot-Level Repairables (DLRs) generally procured a lead-time away...stock fills based on USN excess
- DLA consumables
  - Issued from stock to re-order point only (stock level restrictions)
  - Demand tracked as non-recurring

***Ability to combine procurements with USN & FMS partners***



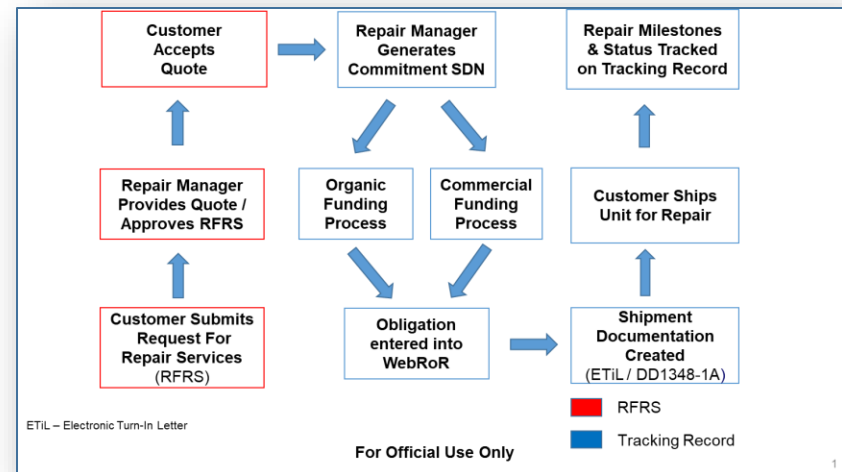
## Repair of Repairables (RoR)

### Blanket Order Case or Line

- Supports a range of USN-managed repairable items
- Enables the FMS partner to send unserviceable units to the U.S. for test/repair/overhaul/modification
- FMS Partner retains ownership of inventory
- FMS Partner-initiated process to identify requirement
- Less expensive, shorter lead time than ordering new
- Leverages USN sites/contracts to gain efficiencies
- Serial number integrity – same asset is returned to FMS Partner

### WebRoR is the execution tool

- Available on SCIP
- Real-time information/updates on status/milestones
- Process is simple and repeatable across aviation & maritime product lines
- Robust tracking, reporting, metrics capabilities





## Acronyms

- AEGIS = Advanced Electronic Guidance and Instrumentation System
- AMARG = Aircraft Maintenance and Regeneration Group
- APL = Allowance Parts List
- ASN = Assistant Secretary of the Navy
- ATAC = Advanced Traceability and Control Hub
- BPC = Building Partnership Capacity
- CDMD-OA = Configuration Data Managers Database – Open Architecture
- CDR = Case Direction Request
- CIWS = Close-In Weapon System
- CLSSA = Cooperative Logistics Supply Support Arrangement
- CNO = Chief of Naval Operations
- COCOM = Combatant Command
- COR = Contracting Officer's Representative
- COSAL = Coordinated Ship-board Allowance List
- COSMAL = Coordinated Shore Materiel Allowance List
- DASN = Deputy Assistant Secretary of the Navy
- DLA = Defense Logistics Agency
- DLR = Depot Level Repairable
- DRP = Direct Requisitioning Procedure
- DSCA = Defense Security Cooperation Agency
- DTS = Defense Travel System
- EDA = Excess Defense Article
- EFTS = Enhanced Freight Tracking System
- ERP = Enterprise Resource Planning
- ESF = Economic Support Fund
- ETIL = Electronic Turn-In Letter
- FMC = Fully Mission Capable
- FMF = Foreign Military Financing
- FMS = Foreign Military Sales
- FMSSO = Foreign Military Sales Order
- FOSS = Follow On Supply Support
- FRC = Fleet Readiness Center
- GSA = General Services Administration
- HQMC = Headquarters Marine Corp
- HSC = Hardware Systems Command
- ICAPS = Interactive Computer-Aided Provisioning System
- ILCO = International Logistics Control Office
- IMET = International Military Education & Training
- IOC = Initial Operational Capability
- IPO = International Programs Office
- IPS = Integrated Product Support
- ISEA = In-Service Engineering Activity
- IT = Information Technology
- IWST = Integrated Weapon Support Team
- LOA = Letter of Offer and Acceptance
- LOR = Letter of Request
- LRT = Logistics Response Time
- LTC = Long Term Contract
- MAPAC = Military Assistance Program Address Codes
- MARCOR = Marine Corp
- MILDEP = Military Department
- MIPR = Military Interdepartmental Purchase Request
- MISIL = Management Information System International Logistics
- MLDT = Mean Logistics Delay Time
- MTBF = Mean Time Between Failure
- MTTR = Mean Time to Repair
- NAVSUP WSS = Naval Supply Systems Command Weapon Systems Support
- NEXCOM = Navy Exchange Service Command
- NIIN = National Item Identification Number
- N-RFI = Not Ready for Issue
- NSN = National Stock Number
- NWCF = Navy Working Capital Fund
- O&S = Operations & Support
- OEM = Original Equipment Manufacturer
- OOS = Out of Service
- PBL = Performance Based Logistics
- PKO = Peacekeeping Operations
- PM = Program Manager
- PMA = Program Manager Assistant
- PPR = Planned Program Requirement
- PROS = Parts and Repair Ordering System
- PSICP = Program Support Inventory Control Point
- R&D = Research & Development
- RBS = Readiness Based Sparing
- RFI = Ready For Issue
- RFRS = Request for Repair Services
- RIRO = Repairable Item Replacement Option
- RoR = Repair of Repairables
- SAA = Security Assistance Accounts
- SAFR = Security Assistance Foreign Representative
- SCIP = Security Cooperation Information Portal
- SDAF = Special Defense Acquisition Fund
- SDR = Supply Discrepancy Reporting
- SSCO = SYSCOM Security Cooperation Office
- SYSCOM = Systems Command
- TYCOM = Type Commander
- USN = United States Navy
- WWRS = Worldwide Warehouse Redistribution Services