

AMC

AMERICAN METALCASTING CONSORTIUM

SOURCING OPTIMIZATION PORTAL DELIVERS SUPPLY CHAIN SOLUTIONS FOR DLA PARTS ACQUISITION



As part of the AMC's Casting for Solutions Readiness (CSR) Program, the Non-Ferrous Founders' Society (NFFS) is developing a source optimization portal to eliminate procurement challenges for cast metal part acquisitions. The objective of the web portal is to establish a marketplace that facilitates linking Defense Logistics Agency (DLA) procurement manufacturing requirements for critical components to a qualified supply base that is both responsive and capable of delivering high quality parts in a timely and cost-effective manner.

SUCCESS STORY

Problem: Procuring high quality, cost-efficient spare parts for DoD weapons systems, particularly legacy systems, is a challenge for DLA. This can be attributed to factors such as small quantity orders, infrequent buys, fragmented supply chains, and a diminishing manufacturing base. Furthermore, the administrative and production lead times (ALT & PLT, respectively) required for these components can be particularly challenging in allowing the DLA to provide parts on a timely basis to the requesting agencies.

Solution: The **Integrated Casting Order Network (ICON)** portal provides casting suppliers a better method to identify defense related solicitations for components that they have the capability to manufacture. Increasing the visibility of defense-related sales opportunities to capable manufacturers increases competition, and increases the number of capable suppliers available to the DLA to fill their metalcasting needs. The ICON portal can be located at www.nffs.org/icon.

ICON Portal Statistics

- More than \$59,000,000 in bid solicitation volume matched to capable foundries in 2015
- More than \$72,000,000 in bid solicitation volume matched to capable foundries projected for 2016
- Daily Record! More than \$1,000,000 in bid solicitation volume was matched to capable foundries on March 10, 2016 alone
- More than 200 new metalcasting suppliers have been added to the ICON portal since January 1, 2016

Benefits: Provides notice of DLA bid solicitations, filtered to match the company's material and process capabilities and existing tooling, to over 300 metal casting facilities that are actively seeking to do business with the DoD / DLA. The ICON portal also provides direct access to more than 400 qualified foundries to DLA buyers looking to strengthen their supply chain and identify new suppliers.

"I would like to take a minute to thank you for this information you have been sending us. It's really overwhelming how many opportunities this has given us so far! I have been calling and following up with a number of products we don't have the tooling for, and it has given us new opportunities with new customers. I have appointments set up to visit a few of these customers in the very near future. Thanks again!" - Joe Boose, Boose Aluminum Foundry Company, Inc.



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