

## Success Story

SupplyPoint® is a web-enabled proprietary database designed to help small and medium sized enterprises (SMEs) expand their business by assisting them in the quote submission process. The program works by matching your company's profile with the quote requirements. Currently, more than 6,500 SMEs are registered in SupplyPoint.®

SupplyPoint® is ready to assist the small manufacturer to access the power of The Center for Supply Chain Integration and Risk Management.



### B3I Cylinder Cap Requirement:

The Battlefield Backorder Breakout Initiative (B3I) is a new program through the Defense Logistics Agency (DLA) to expedite back ordered spare parts to the soldier. On November 3, 2005, an urgent request came from the B3I Parts Team to Time Wise Management Systems (TWMS) team to locate suppliers for several B3I parts. One of these parts was a Cylinder Cap with Sub Safe requirements for the Los Angeles Class Submarines.

### Solution:

The team quickly located an active solicitation with drawings available and set-aside for Small Business on the DLA BSM DIBBS website. The requested quantity on the B3I list was one; four were requested on BSM DIBBS. Using SupplyPoint® and staff client knowledge, two Sub Safe manufacturers were located in the state of Vermont. The solicitation and drawings were hand-delivered and reviewed with the two potential manufacturers. One of the companies had the capabilities and capacity to machine the parts. Ten days after the TWMS team received the request from the B3I Parts Team, a quote for the Cylinder Caps was provided to DLA. On February 17, 2006, a New England company received the award to supply all four cylinder caps to Defense Supply Center Columbus. The total award value is \$14,000 for the caps with an accelerated delivery date 180 days ADO.