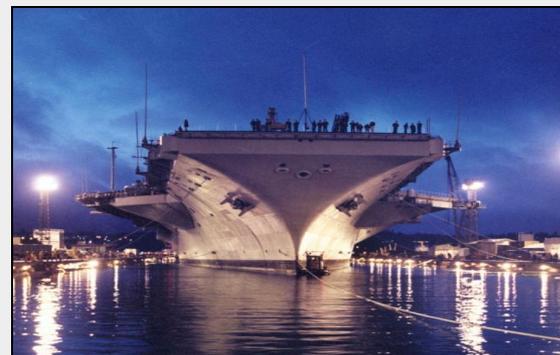


Fleet Logistics Center, Puget Sound



**Gold Coast
Small Business Conference
August 2012**

Report Documentation Page

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Fact Sheet

Location: Bremerton, WA

Established: October 1967

Name Changes: Naval Supply Center Puget Sound, Fleet and Industrial Supply Center Puget Sound and now...

Fleet Logistics Center, Puget Sound

Area of Responsibility: Pacific Northwest and North Central Navy Regions, Alaska, WestPac Ships

Purpose: To Provide Logistics Support Services

Personnel: 62 military, 320 civilian, with 50 contracting staff

Current Small Business Achievements:

SB 50%

WOSB 7%

HUBZone 3.5%

SDB 8%

SDVOSB 7%

Our Customers

Puget Sound Naval Shipyard/Intermediate Maint. Facility
(PSNS/IMF)

*Ship Repair Facility, Yokosuka and Sasebo, Japan
(SRF Yoko or Sasebo)*

deployed Ships in the Western Pacific (WestPac)

*Naval Base Kitsap at Bremerton and Bangor
(NBK at Bremerton or Bangor)*

Navy Region Northwest

Naval Magazine Indian Island

Manchester Fuel Depot

Naval Air Station, Whidbey Island (NAS Whidbey)

Naval Station Everett

Naval Hospital, Bremerton

Strategic Weapons Facility, Pacific (SWFPAC)

What we've Purchased

Machine Tool Cutting

Technical Services (boats and equipment)

Ship Repair Services (in dry dock and overseas)

Engineering Services (marine design)

Industrial Supplies

Equipment Rental

Electronic Components

Laboratory Testing and Equipment

Consumer Electronics

Valves and Bearings

OEM Parts (Original Equipment Manufacture)

Fire-watch services

Temporary Services

Miscellaneous Services (the dogs and cats of the Navy)



FLC San Diego - overview

Location: San Diego, CA

Established: 1959

July 2003 FISC San Diego became the Lead FISC

Area of Responsibility: Southwest Region

Customers: Naval Base San Diego, Naval Base Coronado, NAS North Island, Fleet Readiness Center, Southwest, Commander Marine Corps Air Bases Western Area, NAS Fallon, Naval Air Facility El Centro, Naval Air Weapons Station China Lake, Naval Weapons Station Seal Beach, Port Hueneme Auxiliary Landing Field, NAS Lemoore, etc...

Purpose: provide logistics, business and support services to fleet, shore and industrial commands of the Navy

FLC San Diego - overview

Current Small Business Achievements:

SB 47.03% WOSB 10.52% HUBZone 5.46%
SDB 19.24% SDVOSB 7.01%

What we've Purchased:

Professional/Scientific/Technical Services, Machinery,
Electronics, Furniture, Educational Services, Accommodations/
Food Service, etc

Point of Contact:

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The Future

Product/Service changes for FY13 and Beyond:

- Emergent Ship Repair Work**
- Fewer Industrial Supply Buys**
- Fewer Stand-Alone Contracts**



What's causing these Changes:

- Reduced Resources**
- Realignment of Supply Chain**
- Ageing Fleet of Ships**
- Increasing Strategic Sourcing**

SB Strategies:

- Partnerships to increase opportunities**
- Seek Subcontracting opportunities**
- Maintain a flexible, responsive workforce**

Where to Find Opportunities/ Forecasts



Opportunities:

Federal Business Opportunities (FEDBIDOPPS)

Navy Electronic Commerce Online (NECO)

Procurement Technical Assistance Center
(PTAC)

Navy forecasts: [http://www.donhq.navy.mil/osbp/
general/lrf.html](http://www.donhq.navy.mil/osbp/general/lrf.html)

Buyers/Sellers

What a Buyer Wants/What a Buyer Needs from Small Business

1. Under \$150K - timely response to requests
2. Clear and complete bid package
3. A reasonable understanding of procurement laws/rules
4. Competitive Pricing
5. No random marketing sales-calls or e-mails
6. A Line Card or Capability Statement (approximately two pages in length) with a CAGE code and Size/
Socioeconomic Category



FLEET & INDUSTRIAL SUPPLY CENTER, PUGET SOUND

QUESTIONS??



Enjoy San Diego