



PROCUREMENT STRATEGIES

FOR THE MODERN-DAY WARFIGHTER

Effective and efficient procurement for an organization as large and complex as the U.S. military is notoriously difficult. Keeping the active duty and reserve military of over two million service members supplied is also a challenge.

ADS is a government contractor whose entire business model was designed around making your job easier. Our roots started more than 20 years ago when we began

outfitting Navy SEALs with quality dive equipment in an efficient manner. Our mission continues today as we manage 65+ contract vehicles and nearly 3,000 supplier partnerships.

WE SIMPLIFY THE
PROCUREMENT PROCESS

ADSINC.COM/CONTRACTS
800.948.9433



ON TIME ON TARGET

[ADSINC.COM/CATALOG](https://adsinc.com/catalog)

- LONG LEAD TIMES
- BUDGET CONSTRAINTS
- QUALITY ISSUES
- TECHNOLOGY CHANGES

These are just a few of the issues you face when procuring equipment and services.

Through thousands of long-standing supplier relationships, ADS quickly finds and delivers your equipment. We're known for collaborating with defense industry suppliers to design custom solutions. If you don't see what you're looking for, just ask.

65+

**WAYS
TO BUY**

“

ADS is the only company I can count on to acquire the items we need at a reasonable price and in a timely manner.

- Assault Craft Unit ONE (ACU 1)

**ADS is Certified to the ISO 9001:2015
Quality Management System**



- Aerospace Paints, Sealants and Adhesives
- Aircraft Engines, Components, Accessories
- Aircrew Life Support Systems & Flight Deck Safety Items
- Airframe Components
- Avionics



- Aviation Equipment
- Corrosion Mitigation
- Construction & Safety Equipment
- Storage & Mobile Sustainment Solutions
- Vehicles & Heavy Equipment



- Command & Control
- Counter UAS
- Cyber Security
- Electronic Warfare
- Tactical Networks
- Tailored Communications
- Training
- Unmanned Aircraft Systems (UAS)



- AUV & UUV
- CBRNE
- Dive & Maritime
- Explosive Ordnance Disposal (EOD)
- Fire & Emergency Services (FES)
- Ground Robotics



- Energy Efficiency & Environmental Support
- Force Protection & Perimeter Security
- Power Systems
- Rigid & Soft Wall Shelter Systems
- Structural Insulated Panel (SIP) Construction



- Combat Casualty Care (CCC)
- Facilities & Supplies
- Human Performance
- Rehabilitation Equipment
- Simulation & Training



- Apparel & Accessories
- Ballistic Protection
- Flame Resistant (FR) Apparel
- Footwear
- Eyewear & Goggles
- Holsters
- Tactical Nylon Equipment
- Outdoor & Survival Gear
- Personal Lighting Equipment



- Less Lethal
- Optics
- Simulation Training
- Weapons, Components & Accessories

ADS offers various procurement channels to simplify the procurement process. Whether you have funding or need it, ADS is a prime on over 65 contracts, and has the power to move your requirement forward.



I'd much rather it be a [National] Stock Number part [than acquire it through the GPC or other means], which is obviously easier for us to order. But I'd also rather find an existing contract vehicle out there to secure materials [instead of using the GPC or initiating a new contract] because I can do that easily, the paperwork is less and the audit requirements are a lot less.

— Supply Officer Interviewed by ADS



ADS CAN...

- Help you select quality, cost-effective equipment
- Guide you through one of our 65+ procurement options
- Commit to on-time, on-target delivery
- Develop custom kits

#2 **DLA**
CONTRACTOR

#28 **FEDERAL**
CONTRACTOR

#32 **GSA**
CONTRACTOR

DEFENSE LOGISTICS AGENCY TROOP SUPPORT

Tailored Logistic Supply Programs (TLSP)

We work with DLA every day. ADS is a participating vendor in both the Special Operational Equipment (SOE) and the Fire and Emergency Services Equipment (F&ESE) DLA TLS Programs. These dynamic DLA contracts offer all military services and federal agencies access to the latest commercial off-the-shelf equipment, services and training.

- Easy-to-use, streamlined acquisition process
- On-time deliveries and dedicated customer support
- Managed with strict government oversight under an audit ready process with coordination between your finance office and DLA
- All orders are processed using MILSTRIP requisitions or Military Interdepartmental Purchase Requests (MIPRs)

DID YOU KNOW?

Since funding isn't tied to the transaction until you agree to the final price and send back your MIPR/MILSTRIP, you can submit your order without having any obligation to spend.

1.

SEND RFQ TO ADS

Request a quote from your ADS Account Manager. They will help you identify the best procurement options for your requirements.

2.

ADS PROVIDES QUOTE

Our knowledgeable ADS Account Managers can help you select equipment to satisfy your requirements, determine procurement options, as well as verify part numbers, lead times, pricing (including freight) and country of origin.

3.

REGISTER FOR THE PROGRAM

If you determine that the TLS Program is best for your requirement, register for the corresponding TLS Program with DLA Troop Support.

- [ADSInc.com/DLA-SOE](https://www.adsinc.com/DLA-SOE)
- [ADSInc.com/DLA-FESE](https://www.adsinc.com/DLA-FESE)

4.

SUBMIT YOUR ORDER

Email your completed order request to DLA Troop Support. They will act as your contracting office.

- **SOE TLS Orders:** SOEorders@dla.mil
- **F&ESE TLS Orders:** FESorders@dla.mil

5.

YOU'RE ALL SET

DLA Troop Support Contracting Officers will review your requirement to determine if products are within scope of the contract(s). If deemed to be within scope, DLATS will compete the requirement amongst the participating TLS vendors and provide best pricing for all items requested. Once approved, DLA Troop Support will contact you and your FOPOC for funding information. Once that is processed, an award will be made.

DISTRIBUTION AND PRICING AGREEMENT (DAPA)

These schedules allow commands to purchase through the Prime Vendor Program with Owens and Minor and Cardinal Health. With 124 manufacturers and 3,827 products on schedule, ADS can provide extremely competitive pricing and provide readiness at reduced cost for your medical equipment and supply requirements.

- Constantly adding manufacturers and suppliers
- 3,800+ products to choose from
- 120+ manufacturers on schedule

GENERAL MED-SURG

SP0200-10-H-0092

MEDICAL EQUIPMENT

SP0200-11-H-0003

FEDMALL

FedMall is an **e-commerce ordering system** for DoD, Federal, State and authorized local agencies to acquire products from commercial suppliers.

- ADS's FedMall product catalog has 5,000+ products from 140+ suppliers
- Order management features include shipping notices, tracking information and the ability to ship to multiple locations
- Easy-to-use point, click and ship system
- Use Government Purchase Card or MILSTRIP requisitions to easily fund your purchases
- Order maximum \$35,000

BROWSE ONLINE

Browse FedMall Catalog: [FedMall.mil](https://www.fedmall.mil)

Add Cage Code: **1CAY**

Add Contract: **SP47W119D0010**

ELECTRONIC MEDICAL CATALOG (ECAT)

ECAT is an online ordering, distribution and payment system providing DoD and other federal customers access to multiple manufacturer and distributor commercial catalogs at discounted prices. This highly efficient system enables deploying military units to rapidly acquire the full spectrum of products necessary to satisfy their requirements.

- Fully automated process
- Quick and efficient deliveries
- Significant discounts above traditional purchasing methods



ADS CONNECTS CUSTOMER PORTAL

Save Time. Increase Transparency.

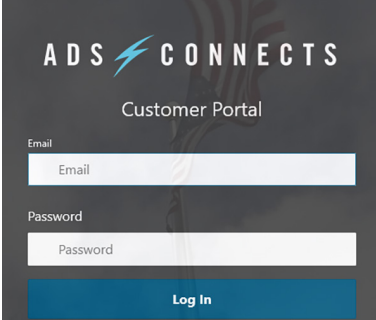
CUSTOMERPORTAL.ADSINC.COM

View and Download

- Open quotes
- Order status
- Current and past order details
- Frequently purchased items
- Account history

Review Upcoming Shipments

- Tracking information
- Estimated delivery dates



GENERAL SERVICES ADMINISTRATION

GSA Schedules

ADS holds multiple GSA contracts, offering 10,000+ products and professional services from 100+ suppliers.

- Competitive, market-based pricing leverages the buying power of the federal government with the ability to negotiate further discounts at the order level
- Tailor orders to get what you need by customizing terms and conditions
- E-tools give quick and easy access to industry partners and help customers maximize competition—meeting their socioeconomic goals

EBUY.GSA.GOV

You can also place orders directly with ADS or through GSAAdvantage.gov

GSA Advantage is the **federal government's premier online shopping superstore**, giving federal agencies access to millions of pre-negotiated products and services.

- Pre-determined fair and reasonable pricing with quality assurance and quality product
- Shortened acquisition timeline when submitting purchase request to contracting office for products available on GSA schedule
- Research products and compare pricing online before purchasing when you use GSA advantage

GSAADVANTAGE.GOV

GSA CONTRACTS

BUILDINGS & BUILDING SUPPLIES

- GS-07F-358AA
- Schedule 56

HARDWARE SUPERSTORE

- GS-21F-0110X
- Schedule 51V

LAW ENFORCEMENT & EMERGENCY RESPONSE

- GS-07F-5965P
- Schedule 84

MEDICAL EQUIPMENT & SUPPLIES

- V7970-2135D
- Schedule 65IIA

OFFICE, IMAGING & DOCUMENT SOLUTIONS

- 47QSM19D08Q1
- Schedule 36

OUTDOOR & RECREATION

- GS-07F-6072P
- Schedule 78

PROFESSIONAL SERVICES - Includes Training

- GS-02F-0238R
- PSS 00CORP (Formerly MOBIS 874)

1. Request a GSA quote from ADS

2. ADS will provide a quote and GSA contract number

3. Issue a PO referencing ADS's GSA contract number or provide us with your **SmartPay Government Purchase Card** number

FUNDING YOUR REQUIREMENT

Buyers across all branches of the military are determining requirements and submitting them to their contracting office for approval. Toward the end of the fiscal year, and outstanding requirements are pushed through. Get ahead of the end of year rush.

ADS makes your job easier. Simply, identify your requirement or need and contact us. If you have funding, we can make the process less painful. If you don't have funding, we may be able to help you identify funding through other means. The buck doesn't have to stop with your contracting office.

Use it.
Don't lose it.

GOVERNMENT PURCHASE CARD (GPC)

The Government Purchase Card (GPC) program issues credit cards to purchase items, within a set scope. It was designed to increase procurement flexibility by simplifying some of the purchasing requirements for small-ticket items that have a micro-purchase cap of \$10,000 per order.



BLANK PURCHASE AGREEMENTS (BPAS)

BPAs establish a communication path between the customer, the contracting office and the potential vendor for future use. Once established, you can expect a rapid turn-around on delivery with no minimum purchase requirement.

- No minimum purchase
- No funding to initiate
- Quick turn-around

DID YOU KNOW?

The FAR (13.303) establishes BPAs as a simplified method of filling anticipated repetitive needs for supplies or services—so exact items, quantities and delivery requirements do not need to be known in advance.