

MARKET SURVEY – FASI GLOBAL

PLEASE COMPLETE THE FOLLOWING:

1. COMPANY REPRESENTATIVE:

[Primary:](#)

[Alternate:](#)

2. LARGE OR SMALL BUSINESS:

3. IF LARGE, HOW LARGE?

4. WHERE ARE YOU LOCATED:

5. WHERE IS YOUR INVENTORY KEPT?

6. WHAT TYPE OF INVENTORY DO YOU NORMALLY CARRY?

8. WHAT % OF SALES ARE TO THE GOVERNMENT VS. COMMERCIAL CUSTOMERS?

9. DO YOU PRESENTLY HAVE A COMMERCIAL DISTRIBUTION NETWORK?

10. DO YOU DEAL THROUGH DEALERS/DISTRIBUTORS OR DO YOU PREFER TO DEAL DIRECTLY WITH THE GOVERNMENT?

11. HOW FREQUENTLY DO YOU RESUPPLY YOUR COMMERCIAL DISTRIBUTION SYSTEM?
12. DO YOU APPROACH THE GOVERNMENT DIFFERENTLY?
13. WHAT WOULD BE YOUR BEST AND AVERAGE DELIVERY TIME FOR COMMERCIAL CUSTOMERS VS. THE GOVERNMENT?
14. ARE EMERGENCY ORDERS HANDLED DIFFERENTLY/QUICKER THAN REGULAR ORDERS?
15. WHAT GEOGRAPHICAL AREA DO YOU CURRENTLY DELIVER TO?
16. HOW ARE ITEMS TRANSPORTED IN THE AREA (E.G. TRUCK, FED EXPRESS, ETC...)
17. COULD THIS AREA BE EXPANDED?
18. HOW DO YOU CURRENTLY DETERMINE THE MODE OF SHIPMENT FOR AN ORDER? (I.E. WEIGHT, SIZE PRIORITY?)
 - a. Are you capable of handling Just in Time (JIT) delivery?
19. WHAT IS YOUR MOST FREQUENTLY USED CARRIER FOR EXPEDITED SHIPMENTS, LARGE SHIPMENTS, AND/OR PARCEL POST SHIPMENTS?
20. WHAT IS YOUR ABILITY TO ADEQUATELY PREDICT DEMANDS FOR OUR ITEMS AND ADJUST YOUR STOCK LEVELS ACCORDINGLY?
21. DO YOU PRESENTLY HAVE INVENTORY FOR EXPECTED DEMANDS?
22. DO YOU HAVE EDI CAPABILITY? PLEASE DESCRIBE HOW YOU USE EDI? ORDERING, INVOICING, ELECTRONIC FUNDS TRANSFER (EFT)?
23. DO ALL YOUR COMMERCIAL ORDERS COME THROUGH THIS SYSTEM?

24. **If you do not presently have EDI capability, how long would it take to become EDI capable?**
25. WHAT DISCOUNTS/TERMS ARE AVAILABLE TO THE GOVERNMENT ON YOUR ITEMS?
26. WHAT ARE YOUR PAYMENT TERMS?
27. DO YOU HAVE THE CAPABILITY TO SUPPLY SEVERAL ORDERS WITH SMALL QUANTITIES TO SEVERAL REQUISITIONERS?
28. WHAT DISCOUNTS ARE OFFERED TO YOUR MOST FAVORED COMMERCIAL CUSTOMERS?
29. DO YOU CONSIDER THE GOVERNMENT TO BE A MOST FAVORED CUSTOMER?
30. HOW DO YOU DEAL WITH ITEMS THAT HAVE BECOME OBSOLETE/ DISCONTINUED?
31. WHAT IS YOUR LEVEL OF COMMITMENT IN SUPPORTING DISCONTINUED OR SOON-TO-BE OBSOLETE ITEMS?
32. HOW DO YOU NOTIFY YOUR CUSTOMERS WHEN A PART HAS BEEN SUPERSEDED?
33. WHAT IS YOUR CURRENT RETURN POLICY FOR NON-CONFORMING ITEMS?
34. WHAT TYPE OF CUSTOMER SERVICE/TECHNICAL SUPPORT DO YOU CURRENTLY OFFER?
35. CAN YOU PROVIDE STD-COMM PKG WITH MIL-STD-129 MARKINGS?
36. FOR A CONTRACT ESTIMATED AT OVER \$550,000.00, COST AND PRICING DATA IS REQUIRED IF ITEMS ARE NOT COMMERCIAL OR COMPETITIVE. DO YOU HAVE THE CAPABILITY AND WILLINGNESS TO PROVIDE SUCH

DATA FOR THIS POTENTIAL CORPORATE CONTRACT?

37. WOULD YOU BE WILLING TO ACCEPT OPTION YEARS WITH EITHER:

(a) AN ECONOMIC PRICE ADJUSTMENT CLAUSE OR

(b) PRICED OPTION YEARS?

IF SO, HOW MANY YEARS? (CIRCLE CHOICE) 1 2 3 4 5 6 7 8 9 10

IF NOT, WHAT WOULD ENABLE YOU TO OFFER MORE OPTION YEARS?

38. PLEASE DESCRIBE YOUR OVERSEAS CAPABILITIES:

- ITEMS AVAILABLE FOR OVERSEAS

- DELIVERY TIMES

- PROBLEMS RELATED TO OVERSEAS BUSINESS/SHIPMENTS

- WHAT TYPE OF STOCK DO YOU MAINTAIN FOR OVERSEAS AND AT WHAT LOCATIONS?

39. What plans do you have in encouraging small business participation in this project?

40. Please provide suggestions on how you would partner with small business on this project?

41. Describe your experience in Supply Chain Management?

42. FASI Global will be a performance based logistic contract with predefined objectives. There will be incentive and disincentive for meeting these objectives. Please provide your thoughts and ideas on this type of contract.

43. ANY ADDITIONAL COMMENTS OR SUGGESTIONS?

Send Market Survey by E-Mail to DSCC.FASI.Global@dla.mil.