DLA TROOP SUPPORT
Clothing & Textiles
Extended Cold Weather
Clothing Systems
ECWCS TEAM
Roxane Owen, Branch Chief
May 2023
Field Clothing Division

Lisa Marie Vivino
Division Chief - FQA

Rachel Ganaway
FQAB – Battle Dress Uniforms
$264M in Sales FY22
Evan Eisenberg (KO-Unlimited)
Joseph Parker
Mark McIlvan
Michael Baron
Hien-My Nguyen
Katlyn Sanders
Kristin Ray

Arlett R. Hartie
FQAC - Accessories
$97M in Sales FY22
Donna Streibich (KO-$100M)
Mimi Pham (KO – SAT)
Marcia Henson (KO – SAT)
Rachel Piecyk
Vincent Davis
Briana Conner (PACER)
Anthony Bouie (Purchasing Agent)

Roxane Owen
FQBA – ECWCS
$210M in Sales FY22
Baotran Dao (KO-Unlimited)
Matthew Everett (KO-SAT)
Stefanie Caruso
Linda Cioppapape
Susan DeMarco
Miosotis Gonzalez-Figueroa
Patricia Lyles
Tiffany Taylor

Evan Eisenberg
Donna Streibich
Baotran Dao
Contracting Officers

$97M in Sales FY22

Mimi Pham (KO – SAT)
Marcia Henson (KO – SAT)
Rachel Piecyk
Vincent Davis
Briana Conner (PACER)
Anthony Bouie (Purchasing Agent)
## Division Points of Contact

<table>
<thead>
<tr>
<th>Name</th>
<th>Team</th>
<th>Title</th>
<th>E-mail</th>
</tr>
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<tbody>
<tr>
<td>Lisa Marie Vivino</td>
<td>Field Clothing</td>
<td>Division Chief</td>
<td><a href="mailto:LisaMarie.Vivino@dla.mil">LisaMarie.Vivino@dla.mil</a></td>
</tr>
<tr>
<td>Rachel Ganaway</td>
<td>Battle Dress Uniforms</td>
<td>Supervisor</td>
<td><a href="mailto:Rachel.Ganaway@dla.mil">Rachel.Ganaway@dla.mil</a></td>
</tr>
<tr>
<td>Arlett R. Hartie</td>
<td>Accessories</td>
<td>Supervisor</td>
<td><a href="mailto:Arlett.Hartie@dla.mil">Arlett.Hartie@dla.mil</a></td>
</tr>
<tr>
<td>Roxane Owen</td>
<td>ECWCS</td>
<td>Supervisor</td>
<td><a href="mailto:Roxane.Owen@dla.mil">Roxane.Owen@dla.mil</a></td>
</tr>
<tr>
<td>Evan Eisenberg</td>
<td>Battle Dress Uniforms</td>
<td>Contracting Officer</td>
<td><a href="mailto:Evan.Eisenberg@dla.mil">Evan.Eisenberg@dla.mil</a></td>
</tr>
<tr>
<td>Donna Streibich</td>
<td>Accessories</td>
<td>Contracting Officer</td>
<td><a href="mailto:Donna.Streibich@dla.mil">Donna.Streibich@dla.mil</a></td>
</tr>
<tr>
<td>Baotran Dao</td>
<td>ECWCS</td>
<td>Contracting Officer</td>
<td><a href="mailto:baotran.dao@dla.mil">baotran.dao@dla.mil</a></td>
</tr>
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</table>
Field Clothing Sales
FY2021 – FY2023

<table>
<thead>
<tr>
<th></th>
<th>FY2021</th>
<th>FY2022</th>
<th>FY2023</th>
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<tbody>
<tr>
<td>ECWCS</td>
<td>$368M</td>
<td>$264M</td>
<td>$53M</td>
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<tr>
<td>Combat Uniforms</td>
<td>$117M</td>
<td>$98M</td>
<td>$125M</td>
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<tr>
<td>Accessories</td>
<td>$262M</td>
<td>$211M</td>
<td>$154M</td>
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*FY 2023 sales are through April 2023
Product Line Overview

- Product Line
  - Extreme Cold Weather Clothing System for the Army, Air Force, Navy, Marine Corps and Coast Guard
    - Base Layer Undershirt/ Drawers, Lightweight Undershirt/ Drawers
    - Silkweight Undershirt and Drawers
    - GEN III Layer 4 Wind Jacket, Layer 5 Jacket, Layer 5 Soft Shell Trouser
    - GEN III Layer 6 Jacket, Layer 6 Trouser
    - GEN III Layer 7 Parka, Layer 7 Trouser
    - Navy, Parka Working Uniform (NWU) Type II and Type III
    - Parka, Cold Weather Navy, Fleece Liner
    - Balaclava Hood, Navy Watch Knit Cap, Cold Weather Cap
    - USMC Layer 6 Jacket/ Trousers, Snow Camo Parker/ Trousers
  - Manage over 40 items
  - Manage 54 long term contracts
Cold Weather Clothing
ECWCS Sales
FY2020 – FY2022

$300,000
$250,000
$200,000
$150,000
$100,000
$50,000
$0

FY2021 $239M
FY2022 $220M
FY2023 $211M

ECWCS

Millions
ECWCS Obligations
FY2020 – FY2022

<table>
<thead>
<tr>
<th>FY2021</th>
<th>FY2022</th>
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<tr>
<td>$239M</td>
<td>$262M</td>
<td>$194M</td>
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</table>

Millions

$0   $50,000   $100,000   $150,000   $200,000   $250,000

ECWCS
# Upcoming Opportunities

<table>
<thead>
<tr>
<th>ITEM</th>
<th>STRATEGY</th>
<th>EST. CONTRACT LENGTH</th>
<th>MIN / MAX</th>
<th>EST. ISSUE DATE</th>
<th>BUYER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloth Laminate</td>
<td>UNRESTRICTED</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 15,846 EA Max 79,234 EA</td>
<td>Re-issued TBD</td>
<td>Matthew Everett</td>
</tr>
<tr>
<td>Gen III Layer 7 Parka</td>
<td>Total Small Business Set-Aside (Total 3 lots: Lot 1 70% SBSA, Lot 02 30% SDVOSB, 12 Month Base + 4 Option Terms</td>
<td>Min 45,060 EA Max 240,600 EA</td>
<td>FINAL AWARD STAGE</td>
<td>Stefanie Caruso</td>
<td></td>
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<tr>
<td>Satin Cloth</td>
<td>UNRESTRICTED</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 8,307 UNITS Max 41,535 UNITS</td>
<td>Re-issued TBD</td>
<td>Matthew Everett</td>
</tr>
</tbody>
</table>
### Upcoming Opportunities

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<tbody>
<tr>
<td>Midweight Undershirts</td>
<td>Mandatory</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 35,712 EA Max 178,464 EA</td>
<td>JAN 2023</td>
<td>Stefanie Caruso</td>
</tr>
<tr>
<td>Midweight Drawers</td>
<td>Mandatory</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 15,750 EA Max 97,500 EA</td>
<td>JAN 2023</td>
<td>Stefanie Caruso</td>
</tr>
<tr>
<td>Knit Cap Watch Navy</td>
<td>Mandatory</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 45,060 EA Max 240,600 EA</td>
<td>Nov 2022</td>
<td>Tiffany Taylor</td>
</tr>
</tbody>
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### Upcoming Opportunities

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<th>ITEM</th>
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<tr>
<td>Parka, APECS, MARPAT, Type II, Class 1-Woodland</td>
<td>Total Small business Set Aside</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 5,100 EA Max 25,500 EA</td>
<td>NOV 2022</td>
<td>Miosotis Gonzalez</td>
</tr>
<tr>
<td>Balaclava Hood</td>
<td>Mandatory</td>
<td>12 Month Base + 4 Option Terms</td>
<td>Min 60,300 EA Max 301,400 EA</td>
<td>Dec 2022</td>
<td>Stefanie Caruso</td>
</tr>
<tr>
<td>Parka, APECS, MARPAT, Type II, Class 1-Woodland</td>
<td>Total Small business Set Aside</td>
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Reminders

- Review Suppliers Performance Risk System score-SPRS (formerly PPIRS) at [https://www.sprs.csd.disa.mil/](https://www.sprs.csd.disa.mil/) **REGULARLY.** If there is a discrepancy with your score, contact Tim Atwell at timothy.atwell@dla.mil to seek resolution for any discrepancies.

- Fill out the clauses in the solicitation in its entirety. Non-compliance may result in rejection of offer and removal from competition.

- Do not pull PDMs from production.

- When test reports are required, read through the reports to insure they correctly match the solicitation.


- Ensure your System for Award Management (SAM) registry is up-to-date and active.

- Ensure you have long term agreements with your subcontractors and suppliers prior to submitting a proposal.
Reminders

• Be ready for the Government to award on initial offers. Provide your best price/proposal up front. Review historical information on DLA Internet Bid Board System (DIBBS) or simply ask the contracting officer.

• Delivery Schedules
  - Report delays in advance so we can plan accordingly.
Important Websites

- **www.sam.gov**: This website is where FedBizOpps was relocated and is used to find business opportunities.

- **DIBBS (DLA Internet Bid Board System)**: This website is where DLA solicitations are posted. [https://www.dibbs.bsm.dla.mil/](https://www.dibbs.bsm.dla.mil/)

- **Federal Acquisition Regulations and Clauses** – [https://www.acquisition.gov/browse/index/far](https://www.acquisition.gov/browse/index/far)


- **Small Business Administration** - [www.sba.gov/](http://www.sba.gov/)
## Team Points of Contact

<table>
<thead>
<tr>
<th>NAME</th>
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<tr>
<td>Roxane Owen</td>
<td>Supervisor/Contracting Officer</td>
<td><a href="mailto:Roxane.owen@dla.mil">Roxane.owen@dla.mil</a></td>
</tr>
<tr>
<td>Sue DeMarco</td>
<td>Contracting Officer</td>
<td><a href="mailto:Susan.DeMarco@dla.mil">Susan.DeMarco@dla.mil</a></td>
</tr>
<tr>
<td>Stefanie Caruso</td>
<td>Contract Specialist</td>
<td><a href="mailto:Stefanie.Caruso@dla.mil">Stefanie.Caruso@dla.mil</a></td>
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<tr>
<td>Linda Cioppapape</td>
<td>Contract Specialist</td>
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