Driving Value to The Defense Logistics Agency (DLA) and Domestic Manufacturers By Providing Innovative Procurement Solutions for Defense and Military Related Metal Castings
Procurement Solutions and Tools for Castings

**Problem:** Castings and assemblies containing metal castings are among the most difficult items for DLA to purchase. Defense contractors often experience significant problems in locating the required foundry tooling and in identifying foundry suppliers capable of meeting material and process requirements. The result is a fragmented supply chain, leading to increased costs, long lead times and an overall reduction in supply chain capability.

**Solution:** ICON helps restore supply chain integrity for metal castings by providing visibility on the location of defense related foundry tooling, the specific material and process capabilities for hundreds of foundries across the country and by providing access to open bid solicitations available for DLA that contain one or more metal castings.

Many of DLA’s backorder and supply chain readiness issues occurred because of little visibility of previous supply chain for cast parts beyond the prime.

Industry user “inbox” of government business opportunities
Daily Sales Opportunities

ICON provides daily email notifications for open solicitations that meet your material and process capabilities, or your existing tooling, based on your own customizable “bid match” settings for your foundry.

Tooling and Supplier Capabilities

ICON is the nation's authoritative source for defense and military foundry tooling records, providing visibility on more than 34,000 tooling records. Quickly identify if foundry tooling exists for specific National Industry Identification Numbers (NIIN), and where it is located. If no tooling exists, use our comprehensive supplier capability database to identify a foundry or machine shop capable of manufacturing your item based upon material and process requirements.

The current eligibility requirement for suppliers to be listed and receive potential business opportunities is that the supplier either currently serves the DoD or has an interest in becoming a supplier in the DoD space.
Contract Management starts with the ability to submit quotations via ICON's unique Quotation Management System (QMS) directly to the DLA Internet Bid Board (DIBBS). The interactive contract features save time and eliminate mistakes. Users can create purchase orders (POs) with the push of a button and/or recall vendor pricing from the database.

Manage and search procurement history on the entire PO in a single database, including researching, reprinting and/or re-issuing old purchase orders. Receive and reject orders directly in ICON using QMS.

"ICON is an outstanding program for metalcasters! It consolidates an incredible amount of information for previewing exciting casting opportunities. Thank you so much for your efforts and constant improvements!"

John Danko, President

Enjoy secure access to Defense Logistics Agency (DLA) and Department of Defense military casting opportunities, that include government and commercial supplier capabilities that may have tooling by part number (PN) or national stock number (NSN).
**ICON... A Complete Procurement Solution for Casting and Machining**

**Bid Matching**
Take the guess work out of searching and filtering for solicitations with ICON's robust "Bid Matching" process. ICON does the filtering for you!

**ICON Procurement History**
Searches by National and NATO Stock Number (NSN), Federal Supply Class (FSC), Commercial and Government Entity (CAGE) code, description, technical characteristics, NAICS and more. Build competitive proposals around past procurement price history and win that award!

**Inventory Management**
ICON will manage and allow buyers to locate item inventory, provide the supplier details associated with the location of that NSN cast component and/or completely assembled item. Once identified the item can be purchased directly from the supplier.

**ICON Messaging**
Messaging in ICON is a "business to business" connection. Communicate directly with other suppliers, upload documentation and complete a quoting process on orders as part of the prime business opportunity.
ICON provides the ability for industry to become certified in their supplier capabilities on procurements and for future demands.

ICON provides access to online training and user training materials with a focus on the casting industry.

Partnership with Suppliers

- Quickly find suppliers, available parts and alternative resources
- Design more efficiently while complying with specs and standards
- Ensure materials are delivered at the right place, time and cost from qualified suppliers
- Manage obsolescence and ensure continued casting parts supply
- Develop and grow your business by monitoring government solicitations
Getting Started

Where can I go for information about...?

- Obtaining a valid CAGE (Commercial and Government Entity) code? *Note: you do not need a CAGE to register in ICON. It is required to be a prime on a government contract.*
  Register at: [www.sams.gov](http://www.sams.gov)

- Obtaining and downloading Technical Data Packages?
  Register at the DLA’s Product Data Management Initiative (PDMI) website, cFolders, at: [https://pcf1x.bsm.dla.mil/cfolders/](https://pcf1x.bsm.dla.mil/cfolders/)

- Submitting proposals for casting solicitations?
  Register at the DLA Internet Bid Board (DIBBS) website: [https://www.dibbs.bsm.dla.gov/](https://www.dibbs.bsm.dla.gov/)

- Signing up for the ICON program?
  Register for ICON at: [icon.nffs.org](http://icon.nffs.org)

ICON Historical Facts

- Since October 2018, ICON has directed more than 27,000 sales opportunities to its users worth more than $1 billion.

- ICON users have received more than 9,500 contracts valued at over $277 million in sales volume.

- The ICON program has made a major contribution to reducing administrative and production lead times, reducing costs, and acquiring needed metal castings in support of the DoD mission.
The Integrated Casting Order Network (ICON) is sponsored by:

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