

Air Force Security Assistance and Cooperation Directorate



How to Market Your Items



WWRS Seller Orientation Course

AFLCMC ... Providing the Warfighter's Edge



How to Market your Material



- **Pricing**

- Seller must set the item price (PMO will not set seller's price)
- PMO will provide DoD price to seller upon request
- Seller needs to be aware of prices on like items being sold on WWRS
- Pricing items at or below DoD price is recommended
- Smart Pricing – Will price items at DoD price (new 2013)
- Price Rules – Allows user to set % or \$ value higher or lower than DoD's price
- Seller needs to maintain visibility of DoD item costs
 - DoD prices change every **October**
 - **Inventory must be deleted/reloaded when using Price Rules for the WWRS system to recalculate item prices when DoD prices change**



How to Market your Material

- **Pricing (cont)**

- Minimum Order Value (MOV) = Price x Quantity
 - Used to ensure sale of item is cost effective (recovers locating materiel, packing and shipping costs)
 - MOV varies from country to country based on the respective countries transportation, labor rates, and policy for disposition of excess items.





How to Market your Material

- **Lot Buys**

- A Lot Buy is defined as 15 or more items selected by one buyer from one seller
- Depending on the value of the lot, the seller is entitled to certain program fee discounts (see chart on next slide)





How to Market your Material

- **Lot Buys (cont)**

- The buyer may also be entitled to certain pricing discounts (negotiated between seller / buyer)
- A lot buy can be set up between two countries that know each other's identity or can be anonymous
- These discounts are specified by the seller, and are visible when building a lot buy
- WWRS PMO will initiate the transfer once the final negotiation is complete (you must contact the PMO before loading the inventory so PMO can reserve it in WWRS)

Transfer Values (\$\$)	Discount (off standard WWRS fee)
< \$200,000	8.5-10% = 7.65% WWRS fee
>or= \$200,000	8.5-20% = 6.8% WWRS fee



How to Market your Material



- **Maintaining Current Inventory**

- Accurate inventory reduces your RDO cancellation rate
- Accurate inventory reduces RDO processing time
- Keep item prices up to date and below DoD price will allow you to be more competitive, unless item is unique
 - If more than one seller has the same listed material for sale, the first order of precedence is to attempt to fill the requisitions from a seller with all requisitioned quantity, ranked from **lowest** to **highest** price
 - Sellers with a quantity less than the requisitioned quantity will be ranked first from **highest quantity** then by **lowest** price



Processing Requisitions

- **How requisitions are routed**

- Contractors are not allowed to purchase or sell through WWRS
- Air Force: All requisitions (eligible for WWRS) are directly routed through SAMIS to WWRS to fill (if inventory exists)
 - AF material makes up a majority of WWRS sales due to system automation
- Army: All requisitions are forced directly from CISIL with RIC code "FWW" (currently no automatic routing)





Processing Requisitions

- **How requisitions are routed (cont)**
 - **Navy**: All requisitions are dropped (by WWRS PMO) with a Military Interdepartmental Purchase Request (MIPR) funding document. Navy is currently not automated.
 - **DoD**: All requisitions are dropped (by WWRS PMO) with a funding document either a MIPR or Miscellaneous Obligation Reimbursement Document (MORD)





Questions



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