DoD Distribution Challenges & Initiatives

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Outline

- Global Intermodal Capability
- Sealift Industry
- Distribution Process Owner
- Supply Chain Management
- Government-Commercial Model
- Maersk Integrated Defense Logistics
- Conclusion
Global War on Terror
Global Intermodal Capability

- Point-to-point intermodal container service with in-transit visibility

**Infrastructure**
- Vessels
- Terminals/Ports
- Containers
- Truck Power
- Rail/Barge
- Gensets
- Handling Equipment

**Technology**
- Systems
- Networks
- People
Maersk Global Presence

70,000 Associates
130 Countries
682 Offices
480 Cities

North America
15 Countries
96 Cities
166 Offices

Europe
30 Countries
110 Cities
160 Offices

Asia & Australia
38 Countries
161 Cities
221 Offices

South America
9 Countries
40 Cities
45 Offices

Africa
39 Countries
73 Cities
90 Offices

North America
15 Countries
96 Cities
166 Offices

Europe
30 Countries
110 Cities
160 Offices

Asia & Australia
38 Countries
161 Cities
221 Offices

South America
9 Countries
40 Cities
45 Offices

Africa
39 Countries
73 Cities
90 Offices
# Commercial Sealift Industry

## Value Proposition

Pay as you go.

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<td>Cargo Preference</td>
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Pay as you go.
Sealift Industry and Government Partnership

- Military organic vessel operations
- Maritime Security Program (MSP)
- Voluntary Intermodal Sealift Agreement (VISA)
- Joint Planning Advisory Group
- US Merchant Mariners
DoD Distribution Process

US Transportation Command is the Distribution Process Owner
Supply Chain Management Visibility

Future

Typical 3PL Visibility

Upstream Visibility

Downstream Visibility

Typical Carrier Visibility

Example Supply Chain
Commercial Supply Chain Management

Broad View

Supply Chain Design

Supply Chain Management

Supply Chain Monitoring

Supply Chain Execution

Supply Chain Optimization
Some of our clients

- Walmart
- Target
- Reebok
- Adidas
- Fred Meyer
- Kohl's
- Sears
- Starbucks
- Case Logic
- Franks Nursery & Crafts
- Genesco
- Franklin
- Nautica
- Saucony
- Fellowes
- Converse
- Van Heusen
- Oneida
- Conair
- Wolverine
- American Greetings
Government – Commercial Model

Formula:

90% of Commercial SCM services applicable to defense space

+ 

Commercial services -- augmented, expanded and/or tailored

Superior Value Creation
Maersk Integrated Defense Logistics
Products and Services

Services can be bundled or offered separately.
Thank You

Partnerships Add Value