## The DLA Enterprise

### Scope of Business
- 54,000 Requisitions/Day
- 8,200 Contracts/Day
- #55 Fortune 500 – Above Northrop Grumman
- #2 in Top 50 Distribution Warehouses
- 26 Distribution Depots
- 5.2 Million Items
- 24.7M Annual Receipts and Issues
- 1411 Weapon Systems Supported
- 144.0M Barrels Fuel Sold (FY 04)
- $14.6B Annual Reutilizations/Disposals

### FY01 Sales/Services: $17B
- Land/Maritime/Missiles: $2.7B
- Aviation: $3.4B
- Troop Support: $11.9B
- Energy: $7.0B
- Distribution: $2.6B
- Other: $1.1B

### FY02 Sales/Services: $21.5B
### FY03 Sales/Services: $25B
### FY04 Sales/Services: $28B
### FY05 Projection: $28.7B

### Foreign Military Sales
- Sales: $813.8M
- Shipments: 501K
- Supporting 124 Nations

### People
- 21,429 Civilians
- 528 Active Duty Military
- 615 Reserve Military
- Located in 48 States/28 Countries

### ~95% of Services’ repair parts
### 100% of Services’ subsistence, fuels, medical, clothing & textile, construction & barrier materiel
Logistics in Support of National Security

War Fighter’s Measures of Effectiveness for the Agency

- Material Availability
- Customer Wait Time
- Cost
- End-to-End, Tailored Logistics Solutions

Support Beyond the War Fighter
Executing Today’s Performance: Supply Availability

DOD Supply Availability Goal: 85%

Operation Iraqi Freedom

Net Demands (M)

Percent
Executing Today’s Performance: Backorders

Operation Iraqi Freedom

Lowest In DLA History
Executing Today’s Performance: Customer Wait Time

Holding the Line in the Face of Record Demand

Average Days CWT

Quarter

Army
Navy
Air Force
Marines
DoD
Executing Today’s Performance: Cost Recovery Rates

(Operating Costs as a Percentage of Total Sales)

Savings For The Warfighter

FY 05 ... 15% Lowest Cost Recovery Rate in DLA History.
Executing Today’s Performance

- Distribution Process Owner
- Kitting
- Global Stock Positioning
- Hurricane Relief
- Tsunami Relief
Customer Relationship Management - CRM
- Processes, tools and people to move from transaction-based to partner relationships

Supplier Relationship Management - SRM
- Strategic Material Sourcing for 500,000 business drivers
- Strategic Supplier Alliances with 32 critical suppliers

Distribution Planning Management System – DPMS
- Optimizing materiel positioning-repositioning
- First – Second Destination Materiel Routing Optimization

Business Systems Modernization - BSM
- End-to-end ERP
- Order fulfillment, Planning, Procurement, Financial

Integrated Data Environment - IDE
- e-Synchronizes DLA’s internal processes
- Provides DoD-wide log data exchange & interoperability

Tomorrow’s Capabilities… Transformation

$3 Billion Savings for Services

5 of 11 Major Transformation Initiatives
Concerns

- GWOT, OEF/OIF, … demand for resources
- Next Big Requirement, … demand for resources
- Transformation … demand for resources
- BRAC … demand for resources
- QDR … demand for resources

Mission First
Balanced Focus –
Proper Resource Allocation
In Exceptionally Complex and Dynamic Environment