Extending the Enterprise…

RADM Henry B. Tomlin, III, SC, USN
Commander
Defense Supply Center Philadelphia
America’s Logistics Combat Support Agency

Combatant Commanders

Industrial Commands

Services

Operating Forces

Government Partners

Industry Partners

Global Mission
- 8 DOD Supply Chains
- 21,000 People

Historic Levels of Execution
- $35B Goods & Services
- OEF/OIF
- Disaster Relief Support

Flexible World Wide Presence
- Deployable Distribution
- Contingency Support Teams

Warfighter Support  Stewardship  Growth & Development  Leadership
A GLOBAL MISSION

Stockpile
• Defense National Stockpile Center (DNSC)

Theater Support
• DLA Europe
• DLA Pacific
• DLA Central

Reutilization & Disposal
• Defense Reutilization & Marketing Service (DRMS)

Unique Capabilities

Demand & Supply Chains
• Subsistence
• Fuel/Energy
• Land Systems
• Maritime Systems
• Aviation Systems
• Medical
• Clothing & Textile
• Construction & Equip

Distribution
• Defense Distribution Center (DDC)
  ➢ 26 Distribution Depots

DLA Services
• Document Automation & Production Services (DAPS)
• Defense Logistics Information Service (DLIS)
• Defense Automatic Addressing System Center (DAASC)

Connected with our Customers

Connected with our Customers

DLA...Full Spectrum Supply Chain Support!
Transformation & Growth…

Changing Warfighting & Strategic Environment

Adaptable & Agile

2007 – National Inventory Management Strategy (NIMS)
2007 – Post BRAC & Beyond

TODAY

2005 – Base Realignment & Closure
2003 – Distribution Process Owner Created
2002 – Business Systems Modernization Deployed
1997 – Prime Vendor Implemented
1992 – Distribution Command Consolidation Completed
1990 – Supply Chain Consolidation
1988 – GSA Transfers Strategic Stockpile
1977 – DSA renamed Defense Logistics Agency
1961 – LTG McNamara Appointed Head of New Common Supply Agency

Managing Suppliers

Managing Supplies

Linking Supply & Demand

Strengthening Supply Chain Excellence
Defense Logistics Agency

Director
Lieutenant General
Robert T. Dail
United States Army

Vice Director
Major General
Arthur B. Morrill III
United States Air Force

Senior Enlisted Advisor
CSM David Roman
United States Army

COMMANDERS & DIRECTORS

Defense Supply Center Columbus
Defense Supply Center Richmond
Defense Supply Center Philadelphia
Defense Energy Support Center
Defense Reutilization & Marketing Service
Defense Distribution Center

CORPORATE STAFF

DES Enterprise Support
J-1 Human Resources
J-3/4 Logistics Ops & Readiness
J-5 Enterprise Transformation
J-6 Information Ops
J-7 Acquisition Management
J-8 Financial Ops
J-9 Reserve Forces
Special Staff

SERVICE ACTIVITIES

Defense National Stockpile
DLA Pacific
DLA Europe
DLA Central
Def Logistics Info Service
Document Automation & Production Service
This is Where We’re Focused Today

Organized for Supply Chain & Acquisition Excellence

Two organizational changes... ...to highlight DLA’s core competencies
Managing Suppliers

Agency Focus & Optimization Here

Suppliers

Industrial Operations

Operational Forces

DLA Business Units

New Cumberland | Richmond | Columbus | Philadelphia | Battle Creek | Energy HQ: Alexandria

NAVSEA | AFMC | AMC | MARCORLOGCOM | FORSCOM | CFFC | ACC | MARFORCOM

COCOM SERVICE COMPONENTS
Linking Supply & Demand

Industrial Operations

Operational Forces

INSTALLATIONS

PEO's Suppliers

Moving capability to point of use

MAINTENANCE

Service Materiel Commands

TRANSPORTATION

USTRANSCOM

SUPPLY, STORAGE & DISTRIBUTION

Supply, Storage, Distribution

DLR Procurement

BRAC

Weapon Systems Focus!

National Inventory Mgt

COCOM Support Teams

Deployable Distr. Center

Forward Distribution Points

Central Issue

Strategic Contracting & Sourcing

Organized Around the Warfighters
Doing Business with DLA

Biggest contracting opportunity presented by DLA: Consumable Supplies

SMALL BUSINESS RESOURCES

• DLA website: http://www.dla.mil/db/
  - List of buying activities, commodities, SADBUs
  - “How to Do Business with DLA”
  - Links to other websites

• DLA Associate Directors of Small Business
• Procurement Technical Assistance Centers (PTAC)

GETTING STARTED

• From websites, identify who buys the products or services you sell
• Contact local PTAC for help on researching & approaching potential buyers
• If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
• Ask about opportunities for: 8(a) contracts (IF you’re an 8(a) business)
  ✓ Set-asides: Veteran-Owned, HUBZone, Small Business
  ✓ Full and open competition
Future of Supplier Relationships:
Linking Supply & Warfighter Demand
DLA Today & Tomorrow

Annual Spend

Today

ENERGY $12.5B
HARDWARE $6.8B
21.3% of spend
$12.7B TROOP SUPPORT

Tomorrow

ENERGY $12.5B
HARDWARE $10.6B
30% of spend
$12.7B TROOP SUPPORT

DLA SPEND WITH DLRs

BRAC
DLA Today & Tomorrow

Streamlined Acquisition

TODAY

- Multiple Clauses
- Multiple Policies
- Fragmented Collaboration
- Multiple Processes
- Multiple Systems

TOMORROW

✓ Single Policy
✓ Single Process
✓ Single Automated System
✓ Single Supplier Collaboration Model

Strengthening Acquisition Excellence
Synergy Across Department – Opportunities to Leverage DoD Buying Power

### Military Service Top Vendors (2003-2005)

<table>
<thead>
<tr>
<th>DLA Strategic Partners</th>
<th>Air Force</th>
<th>Army</th>
<th>Navy</th>
<th>Marine Corps</th>
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<tbody>
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<td>United Technologies</td>
<td>AM General</td>
<td>Bell Boeing Joint Project Office</td>
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### Significant Overlap in Top Suppliers

- DLA Unique
- Air Force Unique
- Army Unique
- Navy Unique
- Marine Corps Unique
- DLA/Military Service Common Supplier
Integrated Support Partnerships
Maintenance Depots

Complete Sustainment Support for Multiple Weapon Systems

OEMs / 3PLs

Integration of Customer Pay, IPV, Kitting

Integrator

- Performance
- Both Consumable & Repairable

Military Services

Customer Pay Example
- 8M parts
- 50+ suppliers
- 3 production sites

Strengthening Supply Chain Excellence

- Privatization
- POL
- Gases
- Privatization

Provide Tech Quality and Requirements Generation

Contract

POL Gases Privatization
BRAC 2005 Decisions…
…Enablers for Extending DLA

• Depot Level Reparables

• Consumable Item Transfer

• Privatization

• Supply Storage & Distribution
Extending the Enterprise Around the Globe...
...Linking Supply & Demand