Agility, A New Logistics Leader

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Director Supplier Diversity
Introducing Agility
Our name may be new to you, but we have a long history.
A New Logistics Leader

<table>
<thead>
<tr>
<th>Vision</th>
<th>Mission</th>
<th>Aim</th>
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</table>
| “A new logistics leader meeting the challenges of global trade” | “Facilitating global trade through innovative supply chains” | We will evolve into the leading global provider of integrated supply chain solutions. We will consistently exceed our customers’ diverse requirements by leveraging and enhancing our:  

  - Global network and unique local insight  
  - Specialized logistics capabilities  
  - Agility and spirit of innovation  
  - Motivated, skilled, and multicultural people |
The Scale of Our Business

550+ offices
100+ countries
Over $6.2 billion revenue (USD)
Over 32,000 employees
Top ten logistics provider
Publicly traded
6000+ owned vehicles and transport assets
10 million square meters of warehousing space
800,000 pallet positions
Global Network

More than 550 locations in over 100 countries
The Agility Organization

Global Integrated Logistics (GIL)
- Freight forwarding
- Contract logistics
- Project Logistics
- Fairs & Events

Defence & Government Services (DGS)
- Logistics, Procurement and Freight Services for Government, Military, and NGOs

Investments
- Private Equity
- Real Estate
- Trade Facilitation
Sample Customers
Our Values

We will pursue our mission, vision, and customer promise of personal service with a passion for

**Integrity** Building trust with customers, communities, suppliers and one another by doing what is right: keeping our promises, being a good citizen, complying with regulations and laws and honoring rules of engagement

**Personal Ownership** Taking personal responsibility for the outcome by anticipating needs, being resourceful and following through until the job is done

**Teamwork** Working across organizational and cultural boundaries to achieve extraordinary performance and deliver personal service to customers

**Excellence** Building a culture based on excellence in thought and in execution to better serve customers
Defense & Government Services
DGS Vision

The premier logistics leader meeting the specialized requirements of defense and government customers.
Why Agility DGS?

Corporate Distinguished Service Award – 2007 National Defense Transportation Association (NDTA)
Global Trade Award (Taos) – 2007 Northern Alabama International Trade Association
Voice of Customer Award – 2007 Cartus Global Network Conference
Outstanding Industry Leader in Military Logistics - 2006 Institute for Defense and Government Advancement
New Contractor of the Year - 2005 Defense Logistics Agency (DLA)
Quality Award for Outstanding Service - 2005 Surface Deployment and Distribution Command (SDDC)
Outstanding Readiness Support - 2005 Defense Logistics Agency (DLA)
Outstanding Food Service Southwest Asia Region - 2004 Defense Supply Center Philadelphia (DSCP)

Award Winning Performance
“Agility (formerly PWC Logistics) has accomplished a miracle across Iraq…”

- General David Petraeus

- Commander Multi-National Security Transition Command - Iraq
Supplier Diversity Program
The Agility Focus

• **“Third Party Integrator”**
  – Prime Vendor outsourcing small businesses and AbilityOne agencies for contract execution for full supply chain management.

• **“Walk the Talk”**
  – Agility actively recruits and exceeds the minimum socioeconomic contract requirements

• **“Always Prepared”**
  – Maintain database of potential subcontractors in all small business categories and AbilityOne agencies
  – Attend trade shows and matchmaking events to expand database
  – Collaborate with industry associations and HBCUs on SB projects
## Small Business Database Matrix-376 Profiles

<table>
<thead>
<tr>
<th>SB Category</th>
<th>Percentage in S.B. D.B.</th>
<th>Sub-Contracting Goals USG (Min)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SDB (including 8A a sub-category of SDB)</td>
<td>23.5% or 86 companies</td>
<td>5 %</td>
</tr>
<tr>
<td>WOSB</td>
<td>11 % or 41 companies</td>
<td>5 %</td>
</tr>
<tr>
<td>HUBZone</td>
<td>14 % or 50 companies</td>
<td>3 %</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>8 % or 28 companies</td>
<td>3 %</td>
</tr>
<tr>
<td>VOSB (non-Service Disabled)</td>
<td>6 % or 23 companies</td>
<td>N/A</td>
</tr>
<tr>
<td>Ability One (JWOD) agencies</td>
<td>3 % or 11 agencies</td>
<td>Counts as SDB in sub-contracting</td>
</tr>
<tr>
<td>Native Alaskan Owned</td>
<td>.5 % or 1 companies</td>
<td>Credit toward SDB goal</td>
</tr>
<tr>
<td>Native American Owned</td>
<td>.5 % or 2 company</td>
<td>Credit toward SDB goal</td>
</tr>
<tr>
<td>Small Business (Unclassified)</td>
<td>30 % or 109 companies</td>
<td>23 % overall</td>
</tr>
<tr>
<td>Minority Owned</td>
<td>3.5 % or 12 companies</td>
<td>N/A</td>
</tr>
</tbody>
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US Government Small Business Goals (% of the Total Contract Dollar Value-CDV)

Overall small business subcontracting goal: 23%

Subcategory breakdowns within that goal:

- Small Disadvantaged Businesses (SDB): 5%
  (SDB includes “subchapter 8a” firms, AbilityOne NIB/NISH agencies, etc.)

- Historically Underutilized Business Zone (HUBZone) Small Businesses: 3%

- Woman Owned Small Businesses: 5%

- Service Disabled Veteran Owned Small Businesses: 3%

Note: Most contracts require a much higher goal than 23%
Supplier Diversity Program

- Find and maintain a cadre of small businesses in all categories and AbilityOne agencies for potential subcontractors, partners and protégés.
  - Maintain Supplier Diversity Database for ready access
  - Manage the HBCUs collaborative initiatives
  - POC for collaborative SB projects with industry associations such as NDIA

- Support the BD managers during project development and proposal preparation by identifying and performing “due diligence” on potential SBs to meet the goals.

- Prepare the Socioeconomic/subcontracting sections of proposals. in response to RFIs, RFQs, “white papers” etc.
  - Prepare the Mentor/Protégé and Partnering Agreements and manager execution
  - Manage Small Businesses during contract execution
“It is no secret that small businesses are one of America’s biggest assets. Firms with fewer than 500 employees represent 99.9 percent of the nation’s 26.8 million businesses.

And it should come as no surprise that a large number of these small businesses are the incubators of many advanced technologies, including cutting-edge systems currently used by the U.S. military.”

Lawrence P. Farrell, Jr.
President, NDIA
Thank you for your time.

For more information, visit www.agilitylogistics.com