



# Agility, A New Logistics Leader

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# Introducing Agility

Our name may be new to you,  
but we have a long history.



# A New Logistics Leader

Vision	Mission	Aim
<p>“A new logistics leader meeting the challenges of global trade”</p>	<p>“Facilitating global trade through innovative supply chains”</p>	<p>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:</p> <ul style="list-style-type: none"><li data-bbox="997 648 1601 739">▪ <b>Global network and unique local insight</b></li><li data-bbox="997 776 1711 818">▪ <b>Specialized logistics capabilities</b></li><li data-bbox="997 855 1664 896">▪ <b>Agility and spirit of innovation</b></li><li data-bbox="997 933 1772 1021">▪ <b>Motivated, skilled, and multicultural people</b></li></ul>

# 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



# 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?

**Best Logistics Strategy, Subsistence Prime Vendor Program – 2007 Worldwide Business Research (WBR)**

**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)**

**Outstanding Customer Service - 2005 and 2004 Defense Supply Center Philadelphia (DSCP)**

**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**

# Ready to Perform

“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

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

# 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



## National Defense Magazine, March 2008

***“ 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 not 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](http://www.agilitylogistics.com)