HQ DLA, Director Logistics Operations

MG Lynn A. Collyar

6 February 2012
Current Scope and Impact

- **A $42 Billion global enterprise**
  - More than 26,000 military and civilians
  - 28 countries

- **Managing nearly 5 Million line items via eight supply chains**
  - Supply 84% of all Military Services’ repair parts and 100% of fuel and troop support consumables
  - Support over 1,900 weapons systems
  - Perform procurement role for depot level reparables

- **Primary DoD receipt, stow and issue warehouser**

- **Reverse logistics processor...reutilization and disposal**

- **Foreign Military Sales (FMS) and Humanitarian Aid**
  - $1.22 Billion sales supporting 118 Nations
  - NATO Codification lead
  - Haiti relief, hurricane response, etc.

- **A “Day in the Life” of DLA:**
  - 11,000 procurement actions
  - 60,000 receipts and issues
  - 13M gallons of fuel issued
  - $546 Million Class IV Support OEF (FY-11 year to date)
While the introduction of the telephone improved communications, multiple phone companies utilized separate lines and systems. AT&T was able to rationalize the business model, reducing cost and improving performance.
Strategic Network Optimization
Strategic Network Optimization
QUESTIONS?

If you require additional information please send your questions to POCs listed below.

DLA HQ - MG Lynn Collyar at lynn.Collyar@dla.mil or cat.hq@dla.mil

Disposition Services - Ms Sherry Low at sherry.Low@dla.mil or call 269-961-7248.

DLA Logistics Information Services - Mr Harry (Pete) McCarty at harry.mccarty@dla.mil or call 269-961-4321.
DLA Land and Maritime
Supplier Update

BG Darrell Williams
6 February 2012
Agenda

- DLA Land and Maritime
- Tire Successor Initiative (TSI)
- Depot Level Repairables (DLR)
- Forecasting Summit
- Land and Maritime Supplier Update
DLA Land and Maritime Leadership Team

Commander
BG Darrell K. Williams

Deputy Commander
Mr. James McClaugherty, SES

Chief of Staff
COL Ryan Kivett, USA
Mr. Griff Warren, Deputy

Acquisition Executive
Mr. Milton K Lewis, SES
DLA Land and Maritime Leadership Team

**DLA Land Customer Operations**
- COL Jeffrey Vieira, USA
- Mr. John Dreska, Acting Deputy

**DLA Maritime Customer Operations**
- CAPT Rachel Fant
- Ms. Deborah Haven, Deputy

**DLA Land Supplier Operations**
- Col Christine Erlewine, USAF (Deployed DST Kuwait)
- Mr. Ben Roberts, Deputy

**DLA Maritime Supplier Operations**
- CAPT Jim Dolan
- Ms. Patricia Shields, CDR Jay Tucker, Deputies

**Strategic Acquisition Programs Directorate**
- CAPT Roland Wadge, USN
- Mr. Stephen Rodocker, Deputy
# DLA Land

## Weapon System Readiness

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<th>Army OEF Systems</th>
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<th>Army OND Systems</th>
<th>Fleet Density</th>
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- Top 15 Theater-Deployed Weapon Systems by Service & Operation
- Highlight DLA Degraders
- Intensive Management and Tracking

**Weekly COP-W Battle Rhythm... With Warfighter Partners**
DLA Land and Maritime
Small Business Programs

**FY12 Strategies**
- Increased Stakeholder Collaboration
- Expanded Market Research
- TKO Supplier Training Enhancements
- Target training of Acquisition Personnel on high yield strategies

**Target SDVOSB Community**
- Connect with SDVOSBs via Webinars & new media technology
- Targeted DIBBS Training
- 1500+ NSN SDVOSB Project
- Involve SDVOSB Advocacy Groups

**Where to Find Opportunities**
- FedBizOpps
- DLA Internet Bid Board System (DIBBS)
- Procurement Technical Assistance Center Resources

**Point of Contact**
DLA Land and Maritime
Office of Small Business Programs
Business Counseling Center
800 262 3272 / 614 692 3541
DSCC.bcc@dla.mil

Warfighter-focused, globally responsive, fiscally responsible supply chain leadership.
Land and Maritime AOP Initiatives

- Maintain Exemplary Global **Support for Warfighter Operations**
  - Material Available to our Warfighters
- Enhance Global **Support for Industrial Operations**
- Extend LTC Coverage & Improve **Small Business Participation**
- Improve **Engineering Support Activity** Processing Times
- Improve Operational Efficiencies to **Meet Fiscal Constraints**
  - Adapt to changing fiscal situation
- Reduce **Material Costs**
  - Work with suppliers to reduce overall costs
- Complete **BRAC/Wynne actions**
- Maintain **Procurement Integrity** & Improve Procurement Processes
- **Protect the Supply Chains** from Non-Conforming, Counterfeit, and Low Quality Parts and Material
  - Mitigate the risk of nonconforming materials
- Further Develop Our High-Performing Workforce & **Leverage Our Diversity**

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Our Top Priorities for FY12
Tires Successor Initiative (TSI)

Scope

- Successor to Tires Privatization Program
- Army, USMC, USAF Ground & Aircraft Tires
- Leverages Defense Transportation System
- Leverages 24 DLA Contracts for Tires
- Five Year Base with Single Two Year Option
- $1.1B Program

Objectives

- Seamless Customer Support
- Split Award of Specific NSNs
- Equal or lower prices to Customer

Challenges

- Contract Support for Tires
- Limited Schedule Flexibility
- **TPI to TSI Transition**
- Cost of Raw Material

Seamless Tire Support to Customers
Tires Successor Initiative (TSI) Support Concept

TPI

- Two contracts for Aircraft and Ground tires – Michelin
  - Five Year Terms with single 5 year options
- 100% commercial transportation
- Industrial Base Maintenance
  - Dual source: 65% – 35%
- Destination Inspection
- 100% Contractor Retread Responsibility

TSI

- Single Supply Chain Provider – SAIC
  - Five Year Term – Two Year Options
- 25 DLA LTCs with Producers/Suppliers
  - Two Year Terms – One Year Options
- Government OCONUS Transportation - DTS
- No Industrial Base Maintenance
  - Split Awards
- Source Inspection – FMS
- Government & Provider share retread responsibilities
DLR Procurement

Depot Level Reparables (DLR)

Aberdeen
- FY11: 555 contracts worth $172M
- Systems: C4ISR
- Components: Navigation/GPS, Radars, Sensors, Grnd & Satellite Comm, Power Generation
- Stand Up: 31 Oct 10

Mechanicsburg
- FY11: 7,085 Contracts worth $294M
- Systems: Surface & Submarine
- Components: HM&E, Comm/Surveillance, Combat Systems
- Stand Up: 9 Nov 08

Warren
- FY11: 694 Contracts worth $404M
- Systems: Wheeled, Tracked Vehicles, MHE, Chem Bio
- Components: Wheel & Tire Assy, Track, Engines, Transmissions, Armaments, Containers
- Stand Up: 15 Feb 09

Performance Standard...100% On Time Delivery
Shared Intelligence and Forecasting Methodology

**Intel**
- Army G-4
- JPO MRAP
- AMC
- LOGCOM
- CENTCOM
- DST-A
- MARCORSYSCOM
- OSD
- DLA-C
- DLA Service Teams
- RAND

**Focus Areas**
- Tactical Wheeled Vehicle Divestiture
- APS
- MRAP
- BMD/MCM Patriot
- Retrograde
- SSA Closures
- SPR Process
- FMS
- Suppliers
- TSI

**S&OP Process**
- **Process**
  - Internal
  - Enterprise
- **Tools**
  - Digital Demand Dial (3D)
  - Supply Plan Adjustments (DFU-SKU)
  - Constrained Supply Planning (CSP)

**Output**
- Actions
  - DLA Enterprise
  - Suppliers
  - Services

**Interface**
DLA Land and Maritime Customer Operations

**Translating Customer Intel to Actions**
Backorders, Orders, MA Land Demand Chain

- Recent down turn on orders
- Backorder decrease
- Positive MA trend

Lowest Since Oct 08
Closing

Continue to work together for readiness of our Warfighters and Depots

DLA Land and Maritime Supplier Update 7 Feb Ferrante Rm

DLA Industry Conference Summer of 12’ Columbus, OH

Greater Collaboration With Our Suppliers
QUESTIONS?