DLA Land & Maritime Supplier Conference & Exposition

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Columbus, OH
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Current Trends Impacting Warfighter Support

- Procurement process improvement along with acquisition process improvement
- Current, complete, timely data exchange needed
- Competition for supplier floor space with strong commercial automotive demands
- Maintaining OEM certified parts support as DLA continues to resource parts
- Limited opportunities to foster and mentor small businesses in pursuit of providing integrated certified OEM parts
Challenges Now & Into the Future

• Greater collaboration means more frequent and open communication between industry and government

• Requirements reform must precede acquisition reform
Potential Opportunities for Improving Partnership Performance

• Collaborative, long term versus transactional relationships
• Create successful Public-Private Partnerships that benefits DoDs organic industrial base, DLA and lower tiered commercial industrial base
• Promote and secure international sales
• Field “innovations” supports DLA operational readiness mission
• Use a “kitted” approach so DLA and DLA customers can buy direct and install at the lowest level
• Follow a systems engineering approach to field open, modular solutions
• Focus on cost control through competition and commercial re-use
• Questions?