

DLA Land & Maritime Supplier Conference & Exposition

**August 29-September 1, 2016
Columbus, OH**

Large Business Panel

NDIA

- **Mr. Chris Vanslager, *Executive Vice President, Defense Programs, AM General LLC***

- **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?**