DLA Land & Maritime Supplier Conference & Exposition

August 29-September 1, 2016
Columbus, OH
Uncertainties abound as budgets remain tight, a new Administration will soon ascend to power and new Service Chiefs are beginning to implement their visions.

The Government-Industry partnership that is the heart and soul of DLA L & M will be challenged as never before to sustain warfighter readiness around the globe.

This panel of Land and Maritime defense business executives will explore the current trends impacting warfighter support, the challenges they see now and into the future and potential opportunities for improving the partnership’s performance.
Large Business Panel

- Moderator: COL Gregory Potts, USA (Ret), *The Principal, GFP Consulting*

- COL Mike Ivy, USA (Ret), *Vice President, Global Integrated Product Support, Oshkosh Corporation*

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

- Mr. T. Blair Decker, *Vice President Supply Chain Materials & Strategic Sourcing, General Dynamics Electric Boat*
Oshkosh Corporation

Our Mission: To partner with customers to deliver superior solutions that safely and efficiently move people and materials at work, around the globe and around the clock.

Established: 1917
FY15 Sales: $6.1 billion
Fortune Ranking: 394
Headquarters: Oshkosh, Wisconsin
Operations:
- Manufacturing in seven countries
- Service centers in 23 countries
- Six new product development facilities
Employees: 13,300
Customer Reach: 130 countries
NYSE: OSK
Oshkosh Corporation Business Segments

ACCESS EQUIPMENT

COMMERCIAL

DEFENSE

FIRE & EMERGENCY
### Oshkosh Defense Vehicle Portfolio

#### Heavy
- Heavy Equipment Transporter (HET)
- Palletized Load System (PLS)
- Logistics Vehicle System Replacement (LVSR)
- Heavy Expanded Mobility Tactical Truck (HEMTT)

#### Medium & MRAP
- Family of Medium Tactical Vehicles (FMTV)
- FMTV Cargo 4x4
- Medium Tactical Vehicle Replacement (MTVR)
- M-ATV Family of Vehicles

#### Light & ARFF
- Joint Light Tactical Vehicle (JLTV)
- Joint Light Tactical Vehicle (JLTV) Utility Variant
- Extendable Boom Forklift (EBFL)
- P-19R Aircraft Rescue & Fire Fighting (ARFF)
Trends Impacting Warfighter Support & the Challenges they Create

- Continued uncertainty of DoD budgets
- Generally declining Operations & Maintenance funding
- OPTEMPO change from wartime to peacetime

Source: AEROWEB, a Forecast International Subsidiary
Potential Opportunities for Improving Performance

• Include DLA from the beginning of program lifecycle planning

• Sustain long term contracts

• More predictable purchasing

• Enhance communications

CAPITALIZING ON THESE OPPORTUNITIES WILL STRENGTHEN DoD BUYING POWER & IMPROVE INDUSTRY PRODUCTIVITY
“To the men and women of Oshkosh Defense, because of your hard work we walked away smiling, laughing, and most importantly we live to fight another day.”
• Questions?
• Thank you!

Contact:
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