



**21st National  
Logistics  
Conference &  
Exhibition**

**ON-SITE  
AGENDA**

**“Adapting  
Logistics  
Capabilities to  
National  
Security  
Requirements”**

**February 28 -  
March 3, 2005**

## CONFERENCE OBJECTIVE

As our military continues to be engaged in the global war on terrorism and the nation continues to transform and integrate our military and first responders in National Security, the Logistics processes must be adapted to support ongoing and evolving joint and coalition missions. This requires new ideas, processes and systems to support our military personnel as well as the weapon systems they operate better, faster and more efficiently. Each of the services and our allies are addressing this global challenge in partnership with industry.

This annual event has become the premier national level forum for exchanging ideas and sharing insights into improving the supportability of our nation's Warfighters. The conference again this year brings together the senior policy officials and senior practitioners attracting high caliber government and industry. In addition, the expanded exhibit forum will showcase innovative cutting edge technology to support our 21<sup>st</sup> Century Warfighters.

During the conference, two national level awards for logistics excellence will be presented. Established in 1956 with a focus on industry, the Edward M. Greer Award stimulates thought and action of benefit to industry and the public by encouraging solutions to troublesome maintenance and integrated logistics support planning techniques. The Logistics Emeritus Award, established in 1980, will again be presented to an individual in government who has demonstrated outstanding competence and has made a substantial contribution in the field of national security logistics.

You are an important part of the Warfighter's Logistics Team that consists of industry, government, and academia representing domestic and an ever-growing number of international organizations. We share a mutual goal by seeking effective and efficient solutions to meet the needs of our soldiers, sailors, airmen and marines, our true customers. We trust each of you will carry this focus and enthusiasm back to your organizations.

Our sponsors, the National Defense Industrial Association's Logistics Management Division in conjunction with the Office of the Secretary of Defense (Acquisition, Technology and Logistics) are committed to bring you a world class forum for an exchange of ideas that will help make your organizational and business strategy a reality in the 21<sup>st</sup> Century.

*RADM James P. Davidson, SC, USN (Ret)*, Conference Chairman

## *Adapting Logistics Capabilities to National Security Requirements*

### Share Insights With

- Senior DoD Leadership
- Top Industry Executives
- Project Directors & PMs
- Information Technology Providers & Developers
- Government Policy Makers & Regulators
- Defense Contractors and Design Professionals
- Third Party Logistics Providers
- Equipment Suppliers and Manufacturers

### Sessions Include

- Logistics Transformation...Achieving Knowledge Enabled Logistics
- DoD Supply Chain Integration Challenges & Initiatives
- DoD Distribution Challenges & Initiatives
- Senior Service Leader Forum
- Combatant Commander Desired Operational Logistics Capabilities – Today and Tomorrow
- Coalition Logistics Opportunities and Challenges
- Contractors in the Battle Space - Policy & Practice
- Operational Logistics Information Technology

### Conference Committee

Edward Albritton, EDS  
Cheryl Amyx, Amyx, Inc.  
Jack Blalock, Altarum  
Bob Burton, Amyx, Inc.  
Richard Campbell, UDLP  
Samuel Chappell, CSC  
Jim Davidson, GMD Solutions  
Deac Descoteau, Dakota Delaware  
Pete Eltringham, Telos  
Jay Erb, JCS J4  
Michael Finley, PRTM  
Joe Grosson, Lockheed Martin  
Steven House, Anteon  
Gary Johnson, Battelle  
Susan Junker, Booz Allen Hamilton  
Lou Lambremont, Maersk  
Mark Lane, SAP  
Tom Malsack, Accenture  
Christy Parker, Maersk  
Frank Prabel, The Boeing Company  
Larry Scheuble, CSC  
Jed Shapiro, Stonepath  
Anthony Stampone, ODUSD/L&MR  
Lenn Vincent, CACI  
Mary Ann Wagner, XIO Strategies

## 21<sup>st</sup> National Logistics Conference & Exhibition

Monday, February 28, 2005

7:00 a.m. On-site Registration/Exhibit Set-up/Golf Outing

5:00 p.m. - Reception in the Exhibit Hall  
6:30 p.m.

Tuesday, March 1, 2005

7:00 a.m. On-site Registration

7:00 a.m. Continental Breakfast in the Exhibit Hall

8:00 a.m. Conference Welcome and Overview  
*RADM James P. Davidson, SC, USN (Ret)*, Chairman, NDIA Logistics Division, Associate, GMD Solutions, Inc.

8:10 a.m. NDIA Welcome  
*MG Barry D. Bates, USA (Ret)*, Vice President, Operations, NDIA

8:15 a.m. Government Keynote:  
*Honorable Michael W. Wynne*, Acting Under Secretary of Defense, Acquisition, Technology & Logistics

9:00 a.m. Industry Keynote:  
*LTG Peter M. Cuvillo, USA (Ret)*, Vice President and Managing Director, Focused Logistics Enterprise, Lockheed Martin Corporation

9:45 a.m. Break in the Exhibit Hall

10:30 a.m. **Session 1: Logistics Transformation... Achieving Knowledge Enabled Logistics**

Chair: *Mr. Louis A. Kratz*, Assistant Deputy Under Secretary of Defense, Logistics Plans and Programs

Panel: *Mr. David V. Pauling*, Assistant Deputy Under Secretary of Defense, Maintenance Policy, Programs and Resources  
*Mr. Nicholas J. Kunesh*, Deputy Assistant Secretary of the Navy for Logistics  
*Mr. Richard H. Wylly*, Director, Government Business Development, Collins Aviation Services, Rockwell Collins, Inc., USA  
*Mr. Sheldon L. Margolis*, Director, Lifetime Support, Lockheed Martin Maritime Systems and Sensors

Noon Awards Luncheon -  
**Presentation of the Greer and Logistician Emeritus Awards**

1:30 p.m.      **Session 2: DoD Supply Chain Integration Challenges & Initiatives**

Chair:    *Mr. Alan F. Estevez*, Assistant Deputy Under Secretary of Defense,  
Supply Chain Integration

Panel:    *Mr. James D. Hall*, Director, Studies and Analysis, OUSD (AT&L)  
*Mr. Andrew Jones*, Director, Supply Chain Solutions, UPS Logistics  
*Ms. Peggy Turner*, Corporate Manager, North American Parts  
Organization, Supply Chain Strategy, Toyota Motor Sales  
*Mr. James G. Brunke*, Vice President and General Manager, Supply  
Chain Division, Boeing Aerospace Support

3:00 p.m.      Break in the Exhibit Hall

3:30 p.m.      **Session 3: DoD Distribution Challenges & Initiatives**

Chair:    *Mr. Earl B. Boyanton*, Assistant Deputy Under Secretary of  
Defense, Transportation Policy

Panel:    *BG(P) Charles W. Fletcher, USA*, Commanding General, Surface  
Deployment and Distribution Command  
*Ms. Claudia "Scottie" Knott*, Executive Director for Acquisition,  
Technical and Supply within Logistics Operations (J-3), Defense  
Logistics Agency  
*Mr. Kenneth C. Gaulden*, Senior Vice President, Chief Commercial  
Officer, Maersk Line, Limited

5:00 p.m. -      Reception in the Exhibit Hall  
7:00 p.m.

**Wednesday, March 2, 2005**

7:00 a.m.      On-site Registration

7:00 a.m.      Continental Breakfast in the Exhibit Hall

8:00 a.m.      Keynote:  
*Lt Gen Duncan McNabb, USAF*, Director for Logistics, J4, JCS

8:45 a.m.      **Session 4: Senior Service Leader Forum**

Moderator:    *RADM James P. Davidson, SC, USN (Ret)*, Chairman, Logistics  
Division, Associate, GMD Solutions, Inc.

Panel:        *LTG Claude V. Christianson, USA*, Deputy Chief of Staff, G-4,  
Department of the Army  
*VADM Dan McCarthy, SC, USN*, Director, Material Readiness &  
Logistics, N-4, Department of the Navy  
*LtGen Richard L. Kelly, USMC*, Deputy Commandant,  
Installations & Logistics, Headquarters Marine Corps  
*Lt Gen Donald J. Wetekam, USAF*, Deputy Chief of Staff,  
Installation & Logistics, Headquarters U.S. Air Force  
*VADM Keith W. Lippert, SC, USN*, Director, Defense Logistics  
Agency

- 10:45 a.m. Break in the Exhibit Hall
- 11:45 a.m. Luncheon Speaker:  
*LTG Robert Dail, USA*, Deputy Commander, USTRANSCOM
- 1:00 p.m. **Session 5:** Combatant Commander Desired Operational Logistics Capabilities – Today and Tomorrow
- Chair: *LTG Mike McDuffie, USA (Ret)*, Executive Vice President & Chief Marketing Officer, Telos Corporation
- Panel: *RADM Steven W. Maas, SC, USN, J4*, USNORTHCOM  
*BGen (P) Michael H. Lehnert, USMC*, Chief of Staff, USSOUTHCOM  
*COL James E. Rogers, USA*, Chief, Logistics Operation Division, USCENTCOM  
*Mr. John J. Erb*, Deputy Director for Strategic Logistics The Joint Staff
- 3:00 p.m. Break in the Exhibit Hall
- 3:30 p.m. **Session 6:** Coalition Logistics Opportunities and Challenges
- Chair: *CAPT David F. Baucom, SC, USN*, Allied Command Transformation
- Panel: *Colonel Wouter Sleurink*, Netherlands Army  
*Colonel Hugh Williamson*, United Kingdom Army  
*Lieutenant Colonel Maurizio Mascarino*, Italian Army
- 4:00 p.m. Exhibit Hall Closes
- 6:30 p.m. Dinner Cruise aboard the Lady Windridge

**Thursday, March 3, 2005**

- 7:00 a.m. On-site Registration and Continental Breakfast
- 8:00 a.m. **Session 7:** Contractors in the Battle Space – Policy & Practice
- Chair: *COL Carl Cartwright, USA*, Deputy Commander Army Field Support Command
- Panel: *COL Ainsworth Mills, USA*, Commander, DCMA Philadelphia  
*Mr. Sydney F. Martin*, CEO, Sytex Group  
*Mr. David W. Swindle*, Vice President Acquisitions, KBR Government Operations

9:30 a.m. Break

10:00 a.m. **Session 8:** Operational Logistics Information Technology

Government Chair: *Mr. John J. Erb*, Deputy Director for Strategic Logistics,  
The Joint Staff

Panel: *Ms. Mae E. DeVincentis*, Director, Information  
Operations, Defense Logistics Agency  
*Ms. Virginia Williamson*, Deputy J6,  
USTRANSCOM  
*Col Mark Nixon*, USMC, Head, Logistics Vision &  
Strategy Center, HQMC

Industry Chair: *Lt Gen, John L. Woodward, USAF (Ret)*, Accenture

Panel: *Mr. Larry D. Scheuble*, Vice President, Logistics  
Solutions, CSC  
*Maj Gen John Barry, USAF (Ret)*, Vice President,  
SAP for Defense Security  
*Mr. Michael P. Finn*, Senior Vice-President,  
Government Solutions, EDS  
*Mr. Daniel Porter*, Senior Vice President, Division  
Group Manager, CACI

Noon: Closing Comments - Chairman

### Conference Attire:

The attire for the opening reception on Monday evening is business casual.  
The attire for the remainder of the conference is coat and tie for civilians and  
Class "A" uniform for military.

**Lady Windridge Dinner Cruise**  
**Wednesday, March 2, 2005**

**Come Join Us For a Fantastic And Remarkable Evening!**

The Lady Windridge Cruise is a perfect setting for networking opportunities while attending the 21st National Logistics Conference. You will enjoy the casual yet upscale ambiance you will find when you cruise with the Lady. This cruise is **limited to a maximum of 400** of our closest friends, so register early. **The Lady will depart at 6:30 p.m. from the Hyatt Regency Miami Hotel, and will return at 10:30 p.m.** When registering for the conference, please indicate your intent to participate in this dinner cruise by checking the “Dinner Cruise” box in the registration form. Conference attendees may also bring a guest on board for a nominal fee of \$40.

Attire: Nautical Casual



### The Edward M. Greer Award

The Greer Award is presented annually to an industry individual in recognition of noteworthy contributions or meritorious service to the Department of Defense in the area of integrated logistics support engineering and its implementation in maintenance and product support. The award was established in 1956 by Greer Hydraulics, Inc., to stimulate thought and develop programs which will benefit industry and the public. The award program encourages solutions to troublesome maintenance problems or to the development of integrated logistics support planning techniques to be employed in their solution. The award is presented by the Logistics Management Division of the National Defense Industrial Association in honor of its originator, Edward M. Greer.

### *Past Recipients of the Greer Award*

2003-Hyman L. Shulman, Rand Corporation  
2002-Timothy M. Raupp, Oshkosh Truck Corporation  
2001-Carl M. Alberio, American Systems Engineering Corporation LLC  
2000-James C. Restelli, The Boeing Company  
1999-Jack D. Garrison, Lockheed Martin Corporation  
1996-Curtis B. Barton, Raytheon Company  
1995-W. B. "Zim" Zimmerman, Lockheed Martin  
1994-John B. Tiller, Raytheon Company  
1993-R. Noel Longuemare, Westinghouse Electronics Systems Group  
1992-William E. Rogers, Martin Marietta (Posthumously)  
1991-Donald B. Hall, Logistics Management Engineering Inc.  
1990-Russell A. Van de Steeg, Hughes Aircraft  
1989-Thomas H. Roberts, Lockheed Electronics Company  
1988-Harold B. Stromfeltz, Northrup Grumman Company  
1987-Edwin L. Curll, Westinghouse Electronics Corporation  
1986-Siegfried Goldstein, Siegfried Enterprises, Inc.  
1985-Ralph H. Shapiro, Hughes Aircraft Company  
1984-Richard L. Hale, Westinghouse Electric Corporation  
1983-Ernest H. Manuel, ITT Corporation  
1982-Vernon E. Teig, McDonnell Aircraft Corporation  
1981-Richard D. Webster, Westinghouse Electric Corporation  
1980-Joseop R. Garafolo, Hughes Aircraft Company  
1979-George Beck, Jr., Westinghouse Electric Corporation  
1978-Barry J. Shillito, Teledyne, Incorporated  
1977-Walter C. Klass, McDonnell Douglas Astronautics  
1976-Paul M. Boyer, Westinghouse Electric Corporation  
1975-Donald R. Earles, Raytheon Company  
1974-Edwin R. Fallon, Jr., Logistics Management Engineering  
1973-Reynold R. Gardner, Hughes Aircraft Company  
1972-John W. Breehl, Grumman Aerospace Corporation  
1971-John E. Losee, McDonnell Douglas Corporation  
1970-James L. Carpenter, Jr., Martin Marietta Corporation  
1969-Fred T. Carlson, The Boeing Company  
1968-Jay E. Reddicks, Hughes Aircraft Company  
1967-Richard R. Hagland, Collins Radio Company  
1966-Robert N. Johns, Douglas Aircraft Company  
1965-Douglas Aircraft Company, Inc.  
1964-A. C. Martin, Westinghouse Electric Corporation  
1963-North American Aviation, Inc.  
1962-Dr. E. T. Ferraro, General Precision, Inc.  
1961-P. N. Jansen, Sr., The Boeing Company  
1960-Hughes Aircraft Company  
1959-B. Edelman, Western Electric Company



**Dr. David Spong**  
**Immediate Past President, Aerospace Support,**  
**Boeing Integrated Defense Systems**  
**Recipient of the 2004**  
**National Defense Industrial Association**  
**Greer Award**

Dr. David Spong recently retired as president of Aerospace Support for Boeing Integrated Defense Systems. His primary responsibilities included overall management of the organization, and developing and implementing innovative, integrated support programs for a wide variety of Boeing and non-Boeing aerospace platforms around the world.

Prior to this assignment, Dr. Spong served as vice president and general manager of U.S. Air Force Airlift and Tanker Programs for Boeing Military Aircraft and Missile Systems in Long Beach, Calif. In this position, he was responsible for the business, technical and production operations of the C-17 Globemaster III transport program and other Boeing military transport and tanker programs. In addition, he oversaw the activities of Boeing Aircraft and Missile units in Palmdale, Garden Grove and Long Beach. While Dr. Spong held this position, Airlift and Tanker Programs received the 1998 Malcolm Baldrige National Quality Award for manufacturing. In addition, he also received the California Governor's Golden State Quality Award for management in 1996. Its Macon, Ga., facility received the Georgia Governor's Employer of the Year Award in 1998.

Dr. Spong joined McDonnell Douglas in 1964, and held management positions in several projects in St. Louis, including the F-4, F-15 and Advanced Tactical Fighter aircraft programs, technology development and special projects. He was the McDonnell Douglas program manager at Northrop Grumman and deputy chief engineer for the Advanced Tactical Fighter, which was developed jointly by Northrop Grumman and McDonnell Douglas. He later served as chief engineer and deputy program manager for the C-17 program and was promoted to vice president and general manager of that program in February 1997.

Prior to joining McDonnell Douglas, Dr. Spong was with Curtiss-Wright Corporation. Dr. Spong holds a bachelor's degree in engineering from London University. He earned a master's degree in engineering from the University of Missouri and a doctorate of science in engineering from Washington University in St. Louis. He is an Associate Fellow of the American Institute of Aeronautics and Astronautics and a member of the National Defense Transportation Association.

Dr. Spong was born Sept. 23, 1938, in the United Kingdom.

### The Logistician Emeritus Award

The Logistician Emeritus Award is presented to an individual who has demonstrated outstanding competence and has made a substantial contribution in the field of national security logistics while serving in a governmental position. The award was established by the Logistics Management Division in 1980 as a means of recognizing deserving individuals.

#### *Past Recipients of the Logistician Emeritus Award*

- 2004 LTG Charles S. Mahan, Jr., USA (Ret)
- 2003 LTG Roy E. Beauchamp, USA (Ret)
- 2002 LTG Mike McDuffie, USA (Ret)
- 2001 Mr. James B. Emahiser, DoD (Retired)
- 2000 Maj Gen John F. Phillips, USAF (Ret)
- 1999 Mr. Eric A. Orsini, DASA (Logistics)
- 1998 GEN William G. T. Tuttle, Jr., USA (Ret)
- 1988 Mr. Richard G. Bruner, Former Executive Director, DLA
- 1987 Maj Gen Monroe T. Smith, USAF (Ret)
- 1986 Mr. Edwin Greiner, U.S. Army Materiel Command
- 1985 ADM Isaac C. Kidd, Jr., USN (Ret)
- 1984 RADM Duncan P. McGillivray, USN (Ret)
- 1983 Maj Gen Graham W. Rider, USAF (Ret)
- 1982 Maj Gen Martin C. Fulcher, USAF (Ret)
- 1981 Lt Gen George Rhodes, USAF (Ret)
- 1980 LTG Joseph M. Heiser, USA (Ret)

**Vice Admiral Gordon S. Holder, USN (Ret),  
Principal, Booz Allen Hamilton, Inc.  
Recipient of the 2005  
National Defense Industrial Association  
Logistician Emeritus Award**

Gordon Holder spent more than 36 years in the US Navy, retiring as a Vice Admiral in October 2004. He is currently employed as a Principal by Booz Allen Hamilton Inc in McLean Virginia. Graduating from Florida State University in 1968, Vice Admiral Holder received his commission in October 1968 from Officer Candidate School in Newport, Rhode Island. His first assignment was to USS William C. Lawe (DD 763) in Jacksonville, Florida as First Lieutenant and Combat Information Center Officer. Subsequent sea tours were in USS BRUMBY (DE 1044) as Operations officer, USS BOULDER (LST 1190) as Engineer officer, and USS Hermitage (LSD 34) as Executive officer. Command at sea tours were in USS Inflict (MSO 456), USS Whidbey Island (LSD 41), and USS Austin (LPD 4).

Selected for flag officer in December 1993, Vice Admiral Holder was assigned as Commander Naval Base Pearl Harbor and Commander Naval Surface Group Middle Pacific in September 1994. Subsequently, he was assigned as Commander Naval Doctrine Command and Commander Amphibious Group TWO in Norfolk, Virginia. In 1999, Vice Admiral Holder assumed command of Military Sealift Command with headquarters in Washington DC. In this assignment, he was responsible for all the civilian operated ships, both government owned and commercially contracted, for the US Navy and US Transportation Command. He directed world wide operations of over 200 ships with an annual budget of \$2 billion dollars.

In September 2001, Vice Admiral Holder was reassigned as Director for Logistics, Joint Staff, Pentagon, and Washington DC. In this role, he directed the world-wide application of strategic logistics to support the Global War on Terrorism. Supporting all regional commanders around the world, he ensured timely support to operations, and that the proper balance between efficiency and effectiveness was maintained in delivering the necessary combat support to deployed forces. Throughout Operation Enduring Freedom and Operation Iraqi Freedom, Vice Admiral Holder coordinated the transportation of forces and support materials with the US Transportation Command, individual services and the Joint Chiefs. In addition, with his staff, he maintained an energetic focus on driving change in the strategic logistics business. A strong advocate of total asset visibility, Vice Admiral Holder was instrumental in deploying radio frequency identification devices (RFID) to the Central Command theater to ensure necessary asset visibility.

Vice Admiral Holder and his wife, Pat, currently live in Falls Church, Virginia. They have two married daughters, Ann Marie Harvin of Milwaukee, Wisconsin, and Jennifer Gomer of Jacksonville, Florida. They are also the proud grandparents of their first grand child — Laira Stallings Gomer. Vice Admiral Holder made a unique and lasting contribution to national security in war and peace both as a Naval warrior and joint service logistician. His most recent performance was summed up by General Peter Pace, Vice Chairman of the Joint Chiefs of Staff, upon VADM Holders retirement ... "There have been two unsung heroes during OIF and OEF... USTRANSCOM and the Joint Staff J4 (personified by Gordon Holder) without their efforts, we would not have been able to accomplish our national objectives"

The National Defense Industrial Association is proud to recognize VADM Gordon Holder as the 2005 Logistician Emeritus.



Accenture is a global management consulting, technology services and outsourcing company, with net revenues of \$13.7 billion for the fiscal year ended August 31, 2004. Committed to delivering innovation, Accenture collaborates with its clients to help them become high-performance businesses and governments.

A trusted strategic advisor, Accenture is positioned to help our Department of Defense clients meet rising performance demands. Our approach blends commercial leading practices with emerging capabilities from both the public and private sectors. And, by offering a combination of custom development and commercial off-the-shelf (COTS) software, we can help you find cost-effective solutions that produce immediate, measured results.

We'll help you customize private sector capabilities to your specific requirements by committing a team of experienced professionals who have deep knowledge of relevant defense practices. We understand that, in many cases, the US military has requirements with no commercial parallel. This is why we have a core team of experienced personnel who are exclusively focused on DoD customer needs.

Our approach is based on our ability to mobilize a broad and deep network of global resources and alliance partners. While we have alliances with most major technology providers, we are careful to remain product independent – creating the best solutions based on our clients' specific needs. And, because our expertise spans all stages of a program life cycle, we can come in at any phase of your project, stay for its entire life cycle or assist in limited stages.

Our goal is to help our defense clients reach new heights of performance through better decision making and improved information sharing in today's dynamic environment. From the warfighting "tooth" to the support function "tail," Accenture powers your mission.

For more information, please visit [www.accenture.com](http://www.accenture.com).



Anteon is a leading provider of information technology solutions and advanced engineering services to government clients. Headquartered in Fairfax, Virginia, we have a 29 year corporate history marked by continual growth in revenue and customer base. We currently have approximately 8,700 employees at over 100 offices serving more than 1,000 customers worldwide. Revenue for 2004 exceeds \$1.42 billion. We are led by a senior management team whose members average over 20 years of management experience and nearly eight years of tenure with Anteon.

Information Technology and Systems Engineering Solutions and Services are our core business focus areas. Within those areas we design, integrate, maintain and upgrade state-of-the-art systems for national defense, intelligence, emergency response and other high priority government missions. We also provide many of our government clients with the systems analysis, integration and program management skills necessary to manage their mission systems development and operations.

Our Software Solutions Center has achieved Software Engineering Institute (SEI) CMM Level 3 certification and many of our divisions have achieved ISO 9001 certification. Our primary customer is the Federal government. We provide support to all military services, the Department of Defense, nearly all cabinet level agencies and numerous other civilian and defense agencies within the government.

Prestigious awards received by Anteon such as the Cogswell, Hammer, Nunn-Perry and being rated as one of the Top Contractors by a number of major publications serve as a testament to our success. Our strong internal growth rate (over 15%) coupled with our successful acquisition strategy enabled us to grow from \$109 million in revenue in 1996 to over \$1.42 billion in 2004. Anteon frequently ranks among the top information technology integrators based on independent surveys, including being named one of the world's top IT companies in BusinessWeek's INFO TECH 100 Annual Report (2003).



BearingPoint, Inc. (NYSE:BE) is one of the world's largest business consulting, systems integration and managed services firms. BearingPoint has a solid record of helping public sector organizations worldwide drive real results. In the U.S, BearingPoint's Public Services group:

- Ranks #14 among System Integrators in Washington Technology's 2004 Top 100 Federal Prime Contractors in Information Technology list, and
- Serves all 15 Cabinet-level departments of the Federal Government.

With teams supporting all service branches of the Department of Defense (DOD) as well as DoD Agencies, BearingPoint understands the current challenges in providing logistics support to evolving joint and coalition missions around the world and the resulting impact on warfighter readiness in the 21st century. We provide a range of solutions to meet these challenges from supply chain strategy to advance planning systems and product lifecycle management, as well as RFID solutions-all of which will enable DoD to address these challenges.

BearingPoint's solutions are based on years of experience helping the warfighter with critical initiatives to improve logistics support and responsiveness from factory to foxhole. Current areas supported include Performance-based Logistics (PBLs), RFID demonstrations, Strategic Sourcing and Supplier Alliances, and various Industrial Base Assessments. These solutions leverage our years of industry-specific experience and are designed to help clients reduce logistics response time, improve visibility of assets in the supply chain, and generate savings for the warfighter.

To learn more about how we can help your organization, contact us at:

1-866-BRNGPNT

[www.bearingpoint.com/publicservices](http://www.bearingpoint.com/publicservices)

[publicservices@bearingpoint.com](mailto:publicservices@bearingpoint.com)



Within our market, Boeing Aerospace Support is unique; it develops and delivers innovative products and services that reduce life-cycle cost and increase the effectiveness of aircraft and missiles systems through an integrated organization that pulls together the strengths of the company focused around six market-facing segments, focused in six areas:

- **Maintenance, Modifications and Upgrades:** Fast-cycle time and affordable aircraft services through specialized maintenance and modification centers. Large-scale systems integration expertise to develop flexible, affordable avionics suites, systems upgrades, re-engining programs and other modernization initiatives.
- **Supply Chain Services:** Spares and repairs products and services for military aircraft and weapons, including development and application of inventory management techniques, technical publications support and data management systems.
- **Engineering and Logistics Services:** Personnel support services performed on location, including maintenance and engineering support, as well as comprehensive, affordable contractor logistics support to aircraft programs.
- **Training and Support Systems:** Aircrew and maintenance simulation devices and instructional systems, networked devices, classroom and cockpit instructor, courseware development and logistics support of training devices, as well as affordable, innovative ground support equipment.
- **Advanced Logistics Services:** Broad, tailored, performance-based programs and network-centric logistics solutions based on new technology and business models to significantly improve readiness and affordability.
- **Boeing Australia Limited:** Total life cycle support of military aerospace systems for its primary customer, the Australian Defence Force. Provides program management; aircraft production; modification and upgrades; aircraft maintenance; integrated logistics and through-life support; and systems engineering.

We are a geographically and culturally diverse organization, with management offices and operations in St. Louis, Mo., and a workforce of 13,000 people positioned around the globe in support of our major operations in Wichita, Kan.; San Antonio, Tex; Long Beach, Calif.; Jacksonville, Fla.; Philadelphia, Penn; Mesa, Ariz.; Fort Walton Beach, Fla.; Oklahoma City, Okla.; Australia and the United Kingdom.



Globalization, budget constraints, multiple contingencies, long-term engagements, new technologies, “joint” war fighting focus, contractor and coalition partnership, global repositioning, aging assets, risk management; all challenges to DoD’s logistics community with simultaneous mandates for improving DoD supply chain integration and management.

The U.S. faces dangerous new adversaries and the armed services must be able to anticipate uncertainty and move swiftly. Response to these changing needs requires a flexible force that can immediately react to these threats with a robust, visible, and scalable supply chain to ensure efficient and effective support to the joint forces and our civilian and coalition partners.

Booz Allen Hamilton has made support for national defense a core mission since 1940, when founding partner Edwin Booz helped the U.S. Secretary of the Navy gear up for World War II. Working across the defense community since then, Booz Allen has helped DoD support organizations and commercial businesses meet their logistical and supply chain challenges.

Booz Allen Hamilton’s offerings in Supply Chain Management (SCM) enable the DoD to develop strategies that integrate management of the players in a supply chain - suppliers, manufacturers, distributors, and customers - meeting joint force needs while reducing costs.

Booz Allen offers a unique combination of commercial and government management consulting and technology expertise. Since the introduction of the SCM concept in a 1982 *Financial Times* article authored by Keith Oliver of Booz Allen, not only has the definition expanded, but our capability to address both the commercial and government supply chain challenges has expanded. We assist clients based on key SCM principles: 1) Setting supply chain policies strategically; 2) analyzing trade-offs holistically; and 3) employing cross-functional support systems - balanced against customer expectations.

Booz Allen applies an outcome-based, strategic approach to the supply chain, understanding the complex management required. Starting from the client’s business strategies, helping frame a vision for the future, and defining the steps to get there, we craft a unique, appropriate asset configuration for the client.

Booz Allen works in multiple industries across the globe to help clients realize tangible performance improvement in their supply chains - and build the self-sustaining capabilities that ensure these results endure.





EDS provides a broad portfolio of business and technology solutions to help its clients worldwide improve their business performance. EDS' core portfolio comprises information technology (IT), applications and business process services, as well as IT transformation services. EDS' A.T. Kearney subsidiary is one of the world's leading high-value management consultancies.

With some 120,000 employees worldwide, EDS supports the world's leading companies and governments in 60 countries. Our 2003 revenues of more than \$20 billion ranked 87th on the Fortune 500.

All successful enterprises continuously look for new ideas, tools and processes to help them grow. They want to see beyond the next curve in the road so they can prepare for market and industry changes and outsmart their competition.

EDS helps businesses and governments around the world do just that. By applying proven business and technology solutions, we help them manage the complexity of their current environment – and prepare for the business changes to come. We help them improve business processes; put the best applications in place to meet the needs of their employees, constituents and customers; and access agile infrastructures that grow and change with them.

All of EDS' services are complementary and flexible. They work alone or together to help our clients solve specific business problems or transform their entire enterprise. And with best-in-class software and technology partners – EDS created the industry's first alliance to build the next-generation IT service delivery platform. The EDS Agility Alliance combines brainpower, research and development (R&D), and market reach to develop the company's Agile Enterprise Platform.

This platform is the foundation of EDS' next-generation global delivery system. It provides a flexible technology foundation to help clients respond quickly to changing market dynamics and increase their competitiveness.

Cisco, Dell, EMC, Microsoft, Sun Microsystems and Xerox are the initial members of the alliance. The group combines the collective resources of companies with more than \$150 billion in total annual revenue and \$13.6 billion in combined R&D development spending. With more than 40 years of industry and technology experience, EDS brings confidence and know-how to meet our clients' needs on a global basis.

**LOCKHEED MARTIN**



Lockheed Martin is a customer focused, global enterprise principally engaged in the research, design, development, manufacture and integration of advanced technology systems, products, and services for government and commercial customers. Lockheed Martin operates in the same context as its customers and is deeply involved in solving the problems and meeting the demands and expectations of its customers. Moreover, it leads the way in showing customers new systems-based possibilities and opportunities.

The Corporation's core business areas are: Electronic Systems, Aeronautics, Space Systems, Technology Services and Integrated Systems & Solutions. Lockheed Martin's vision is to be the world's best systems integrator in aerospace, defense and technology services; to be the company our nation and its allies trust most to integrate their largest, most complex, and most important advanced technology systems. Our goal is to provide the best value to our customers, growth opportunities to our employees, and superior returns to our stockholders.

Lockheed Martin recently formed the Focused Logistics Enterprise (FLE) with LTG Peter Cuvillo, USA (Ret) as its managing director. The FLE is coordinating enterprise logistics business across all business areas of the corporation.

Headquartered in Bethesda, Md., Lockheed Martin employs about 130,000 people worldwide and is principally engaged in the research, design, development, manufacture integration and sustainment of advanced technology systems, products and services. The corporation reported 2004 sales of \$35.5 billion.



## Company Overview

Northrop Grumman Corporation is a global defense company headquartered in Los Angeles, California. Northrop Grumman provides technologically advanced, innovative products, services and solutions in systems integration, defense electronics, information technology, advanced aircraft, shipbuilding and space technology. With more than 125,000 employees, and operations in all 50 states and 25 countries, Northrop Grumman serves U.S. and international military, government and commercial customers.

Seven business sectors comprise Northrop Grumman:

### **Electronic Systems**

Our Electronic Systems sector is a world leading provider of airborne radar, navigation systems, electronic countermeasures, precision weapons, airspace management systems, space systems, marine and naval systems, communications systems, government systems and logistics services.

### **Information Technology**

Our Information Technology sector delivers full life-cycle solutions that meet mission, enterprise and infrastructure needs in information systems and services; C4ISR; strategic security; engineering and science; training and simulation; base and range operations; and enterprise IT solutions and products.

### **Integrated Systems**

Our Integrated Systems sector designs, develops, produces and supports network-enabled integrated systems and sub-systems for U.S. government, civil and international customers. It also supports the military with intelligence, surveillance and reconnaissance; battle management command and control; and integrated strike warfare.

### **Mission Systems**

Our Mission Systems sector is a leading global integrator of complex, mission-enabling systems and services. The sectors technology leadership spans command, control and intelligence systems; missile systems and technical and management services.

### **Newport News**

Our Newport News sector is the nation's sole designer, builder and refueler of nuclear-powered aircraft carriers and one of only two companies capable of designing and building nuclear-powered submarines. The sector also provides services for a wide array of naval and commercial vessels.

### **Ship Systems**

Our Ship Systems sector is one of the nation's leading full service systems companies for the design, engineering, construction, and life cycle support of major surface ships for the U.S. Navy, U.S. Coast Guard and international navies, and for commercial vessels of all types.

### **Space Technology**

Our Space Technology sector develops a broad range of systems at the leading edge of space, defense and electronics technology. The sector is a leading developer of military and civil space systems, satellite payloads and advanced technologies from high-power lasers to high-performance microelectronics.



The U.S. Army, U.S. Navy, the Defense Logistics Agency, and other defense organizations are using SAP's solutions to accomplish their mission, manage their assets, reduce costs, streamline operations, and significantly improve their business processes. SAP, the world's leading provider of business software solutions, serves the U.S. defense and civilian agencies through its subsidiary, SAP Public Services, Inc. based in Washington, D.C.

Within DoD, major transformation is underway. Business operations and systems are being modernized to meet acquisition, supply, inventory, medical, transportation, property, personnel, and financial requirements. Leading commercial practices are being applied to improve business processes and to create adaptive operations. Systems and processes that are not integrated or interoperable are being eliminated or consolidated.

Several programs in the Army, the Defense Logistics Agency, and the Navy have selected and are implementing SAP as their software solution to help prepare and support the warfighter in the field. SAP is being used by the Army Materiel Command's Logistics Modernization Program (LMP), the PEO EIS Global Combat Support System-Army (GCSS-A), the U.S. Army Medical Materiel Agency (USAMMA), and the Armaments Research, Engineering and Development Center's eNOVA project at Picatinny Arsenal. The U.S. Navy is using SAP for weapon systems program management, aviation maintenance management and supply chain management, and working capital financial management.

SAP's defense customers are benefiting from adopting relevant best practices from government and commercial enterprises in the U.S. and worldwide. SAP has software solutions that can address requirements in Enterprise Resource Planning, Supply Chain Management, Product Life Cycle Management, Supplier Relationship Management, and Customer Relationship Management. SAP solutions for Defense are specifically designed for accounting, finance, logistics, installation and environmental, acquisition, human resource management, strategic planning and budgeting, and technical infrastructure including Mobile Infrastructure and Master Data Management.

Today, more than 25,000 customers in over 120 countries run more than 84,000 installations of SAP® software. Customers include the U.S. Department of Defense, U.S. Department of Homeland Security, Australian Defense, Canadian Defense, and New Zealand Defence Force as well as defense contractors including; Lockheed Martin, Northrop Grumman, Pratt & Whitney, Honeywell, Rockwell Collins, and Raytheon.

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**Telos Corporation** has been providing innovative IT solutions to government agencies and commercial organizations for more than 30 years. We serve defense and federal agencies by combining COTS and GOTS hardware and software from the leading manufacturers with superior professional services in order to deliver solutions that meet your requirements. Telos' capabilities include:

- Government-validated enterprise security solutions
- Systems engineering and integration
- Engineering management
- Network design and deployment
- Business process automation
- Application integration
- Logistics planning and management
- Equipment staging and provisioning
- Shipping and warehousing
- Outsourced and managed applications
- System testing and diagnostics
- Assembly and integration facilities
- 24x7x365 help desk, field support, warranty and maintenance service

#### **Worldwide Integration Capabilities**

Telos has the global experience with integration engagements to anticipate and address the requirements of defense and federal agencies of any scope. We can go anywhere and accommodate any requirement, in engineering, network design, integration, sales and distribution. Our headquarters in the Dulles technology corridor of suburban Washington, D.C., includes a 67,000-square-foot assembly and integration area and warehouse facilities. We have the capacity, space, and equipment as well as the experienced personnel needed to deliver solutions on schedule and on budget.

#### **Xacta: Solutions that Empower and Protect the Enterprise**

Xacta Corporation is Telos' subsidiary for government-validated secure enterprise solutions. Telos is the exclusive federal supplier of Xacta's industry-leading secure enterprise solutions, which include:

- **Xacta IA Manager**, the company's flagship enterprise software for automating and streamlining tasks associated with certification and accreditation and IT risk assessment and compliance
- **T security consulting and implementation services** on both a firm-fixed price and time and materials basis
- **Secure enterprise messaging solutions** that provide automated, Web-based distribution and management of organizational messaging across commands and agencies
- **Secure wireless solutions** such as flightline maintenance that extend the reach of enterprise networks beyond offices and other wired facilities
- **Enterprise credentialing solutions**, including the RAPIDS program, the world's largest smart card implementation

For more information: Toll-free: 1-800-70-TELOS  
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Maersk Line, Limited is a global, comprehensive provider of logistics, maritime and transportation services to U.S. government agencies and their prime contractors. We combine the expertise and intermodal network of our parent company, A.P. Moller-Maersk—one of the world's largest and most experienced shipping concerns—with industry-leading technology to meet the performance objectives of our customers.

Based in Norfolk, Virginia, we have provided the U.S. Government with transportation and maritime services for more than 40 years, including every major military operation from the Vietnam War to those now underway in Afghanistan and Iraq. Our supply chain management and product support capabilities have been honed through decades of partnership between our parent company and such leading firms as Wal-Mart, Target, and Staples.

Maersk Line, Limited consists of five business units:

- Integrated defense logistics
- U.S. flag liner services
- Vessel lifecycle management
- Specialized vessel management
- Contract vessel management

Maersk Line, Limited's integrated defense logistics business unit provides the U.S. Government with comprehensive supply chain management services throughout the world. Through the use of industry-leading technology, transportation management and inventory control—as well as our significant commercial experience—we serve as the lead logistics provider in enabling our customers to achieve measurable performance targets, while reducing their operational costs.

For more information, please visit our website at [www.maersklinelimited.com](http://www.maersklinelimited.com).

Point of Contact: Michael Strang  
703-351-0106  
mstrang@mllnet.com

**Don't forget to register for the UID/RFID SEMINAR**  
**Immediately following the Logistics Conference & Exhibition**  
**Hyatt Regency Miami Hotel, Miami, Florida**  
**March 3 - 4, 2005**

**Description:**

**Unique Identification/Radio Frequency Identification (UID/RFID) Seminar:**

The National Defense Industrial Association (NDIA) and the Defense Acquisition University (DAU) are undertaking a broad campaign to ensure that defense industry suppliers are aware of their responsibilities associated with two recent mandates issued from OSD, AT&L. It is estimated that over 43,000 DoD suppliers are impacted by the recent mandates for Unique Identification (UID) and Radio Frequency Identification (RFID). UID/RFID Seminars are being scheduled at various dates and venues across the U.S. in an effort to ensure that defense industry companies and their supply chains are aware of the new requirements and the associated implementation timelines.

Representatives of Defense Acquisition University and the Defense Contract Management Agency will provide in-depth coverage of the UID policy and its implications for defense suppliers (primes and subs), DFARS rules associated with implementation of the policy, and the required use of Wide Area Work Flow to transmit UID data. Defense industry representatives will describe their companies' strategies for implementing UID and share lessons learned. Selected UID vendors will display products and services currently available on the commercial market place to assist DoD suppliers in meeting UID implementation requirements.

In response to previous seminar participant suggestions, the UID/RFID Seminar has been expanded to one and one-half days to provide more extensive coverage of RFID technologies and applications. NDIA is proud to announce that Productivity by RFID, a leading RFID consultant, integrator, and educator has joined its UID/RFID Seminar team to coordinate a full-day RFID agenda. Productivity by RFID will employ leading vendors of RFID technologies and applications to provide education-oriented presentations designed to aid defense suppliers in determining their RFID needs. A DoD representative will brief the RFID policy and implementation timelines required for compliance by all DoD suppliers. Static displays and live demonstrations of RFID technologies and applications will further enhance the seminar participant's understanding of how RFID can be employed to create efficiencies and reduce costs simultaneously with meeting DoD RFID implementation mandates.

*Who should attend?*

Department of Defense suppliers and those interested in improving the productivity of their Manufacturing and Distribution operations with RFID.

**Executive Management**

- v CEO, CIO, CTO
- v President, General Manager, Business Unit Manager

**Operations and Plant Management**

- v VP Operations, Operations Director
- v Plant Manager
- v Distribution Center Manager

**Productivity Professionals**

- v VP Engineering, Engineering Manager
- v Manager of Productivity, Productivity Engineer
- v Process Engineer, Plant Engineer, Industrial Engineer,

**Project Engineers**

**Information Technology Professionals**

- v IT, IS, or MIS Manager

Conference Promotional Partners:

The logo for Accenture, featuring the word "accenture" in a bold, lowercase, sans-serif font with a small chevron symbol above the letter 'u'.

The logo for Anteon Corporation, consisting of a green triangle with a white 'A' inside, followed by the word "Anteon" in a serif font and "corporation" in a smaller, lowercase sans-serif font below it.

The logo for BearingPoint, featuring a stylized arch above the word "BearingPoint" in a serif font.

The logo for Boeing, featuring a stylized 'Q' symbol followed by the word "BOEING" in a bold, italicized, uppercase sans-serif font.

Booz | Allen | Hamilton

The logo for EDS, featuring a blue oval with the letters "EDS" in a bold, italicized, white sans-serif font.

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**NORTHROP GRUMMAN**  
*Electronic Systems*

The logo for SAP, featuring the letters "SAP" in a bold, white, sans-serif font on a blue background that tapers to the right.

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