

Defense Logistics Agency



Extending the Enterprise...

***RADM Henry B. Tomlin, III, SC, USN
Commander
Defense Supply Center Philadelphia***

Warfighter Support

Stewardship

Growth & Development

Leadership



America's Logistics Combat Support Agency

Combatant Commanders



**Industrial
Commands**



**Operating
Forces**

Services



**Government
Partners**



**Industry
Partners**

Global Mission

- 8 DOD Supply Chains
- 21,000 People



Historic Levels of Execution

- \$35B Goods & Services
- OEF/OIF
- Disaster Relief Support



Flexible World Wide Presence

- Deployable Distribution
- Contingency Support Teams

Warfighter Support

Stewardship

Growth & Development

Leadership



A GLOBAL MISSION

Stockpile

- Defense National Stockpile Center (DNSC)

Theater Support

- DLA Europe
- DLA Pacific
- DLA Central

USNORTHCOM



- 48 States
- 28 Countries



USEUCOM

Connected with our Customers

Reutilization & Disposal

- Defense Reutilization & Marketing Service (DRMS)



USCENTCOM

Unique Capabilities



USSOUTHCOM

Distribution

- Defense Distribution Center (DDC)
- 26 Distribution Depots

DLA Services

- Document Automation & Production Services (DAPS)
- Defense Logistics Information Service (DLIS)
- Defense Automatic Addressing System Center (DAASC)

USPACOM



DLA...Full Spectrum Supply Chain Support!



Transformation & Growth...

Changing Warfighting & Strategic Environment

ADAPTABLE & AGILE

Linking Supply & Demand

2007 – National Inventory Management Strategy (NIMS)

2007 – Post BRAC & Beyond

TODAY

2005 – Base Realignment & Closure

2003 – Distribution Process Owner Created

2002 – Business Systems Modernization Deployed

Managing Suppliers

1997 – Prime Vendor Implemented

1992 – Distribution Command Consolidation Completed

1990 – Supply Chain Consolidation

1988 – GSA Transfers Strategic Stockpile

Managing Supplies

1977 – DSA renamed Defense Logistics Agency

1962 – Defense Supply Agency Begins Operations

1961 – LTG McNamara Appointed Head of New Common Supply Agency

Strengthening Supply Chain Excellence



Defense Logistics Agency ~ August 2006



*** **Director**
Lieutenant General
Robert T. Dail
United States Army



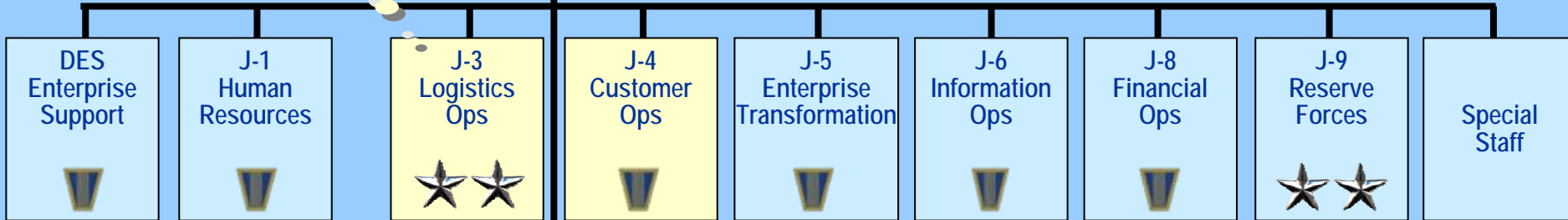
** **Vice Director**
Major General
Arthur B. Morrill III
United States Air Force



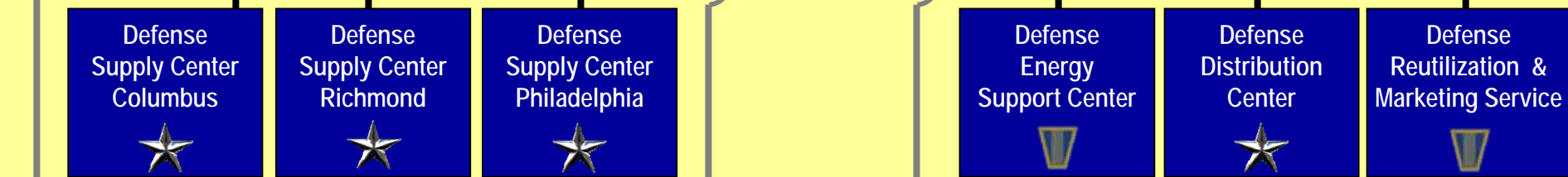
Senior Enlisted Advisor
CSM David Roman
United States Army

Deputy J-3 & CAE

CORPORATE STAFF



BUSINESS UNITS



SERVICE ACTIVITIES





Defense Logistics Agency



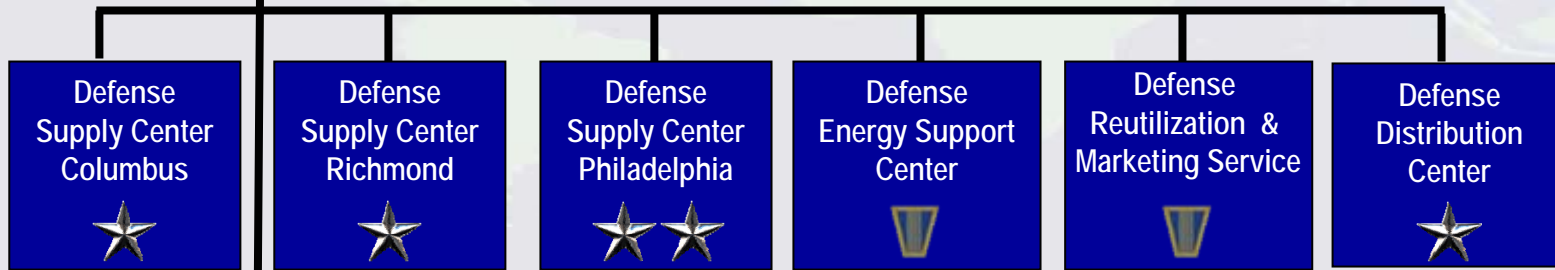
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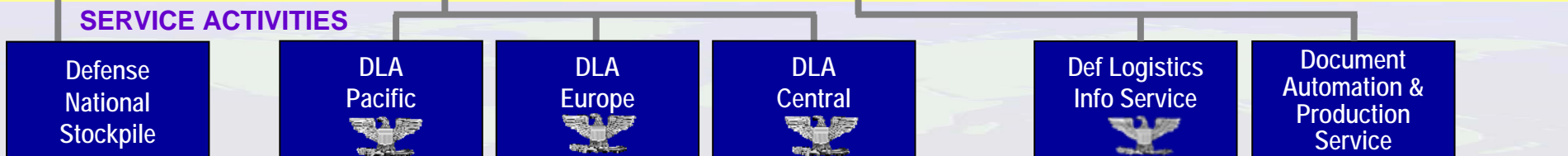
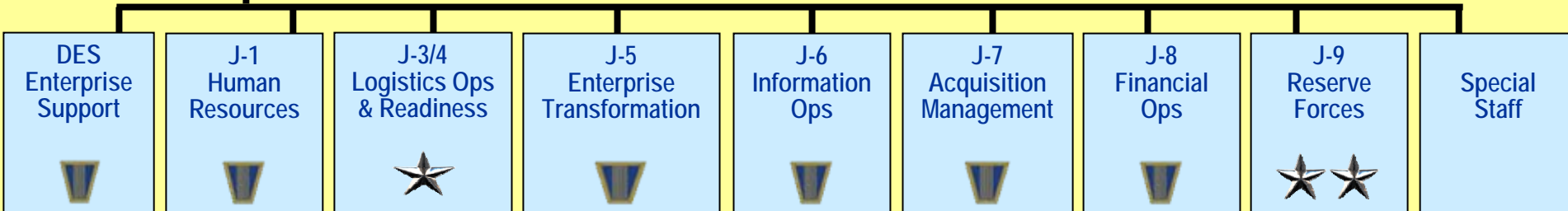
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CORPORATE STAFF





This is Where We're Focused Today



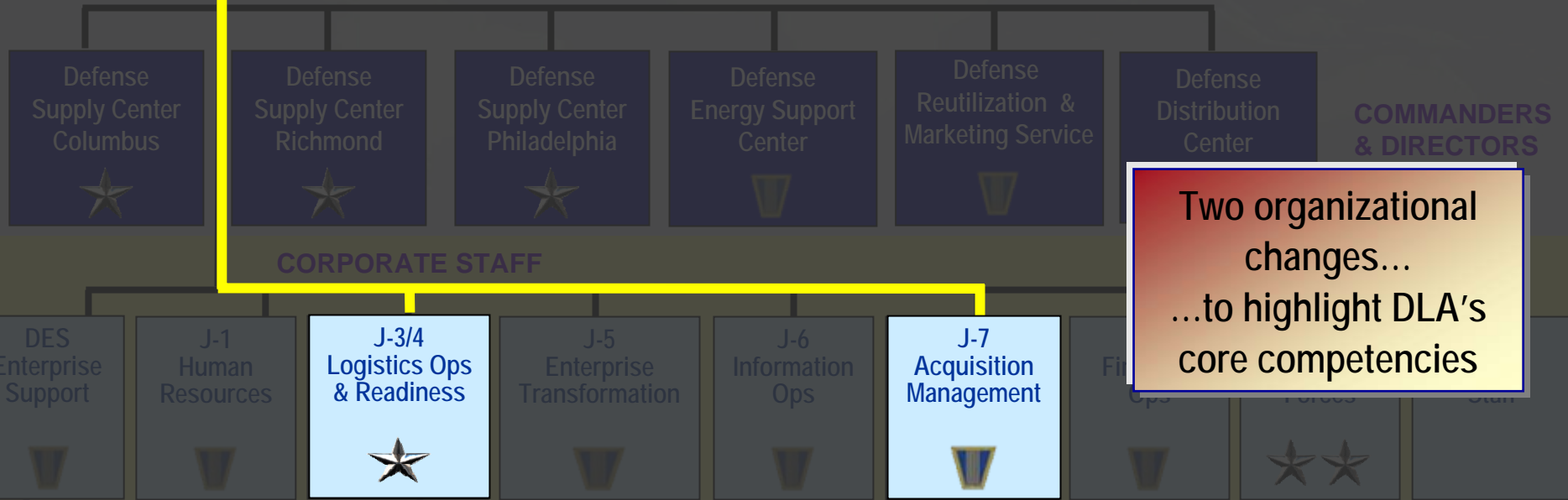
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Organized for Supply Chain & Acquisition Excellence



Managing Suppliers

New
Cumberland

Richmond

Columbus

Philadelphia

Battle Creek

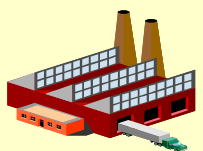
Energy HQ:
Alexandria

DLA Business Units

**Agency Focus
& Optimization
Here**

Suppliers

Industrial Operations




Operational Forces



NAVSEA



AFMC



AMC



MARCORLOGCOM



FORSCOM



CFFC



ACC



MARFORCOM

COCOM SERVICE COMPONENTS

Linking Supply & Demand



BRAC

Industrial Operations

National Inventory Mgt

Operational Forces

PEO's Suppliers

Moving capability to point of use

INSTALLATIONS

EXPEDITIONARY



- Shipyard
- Depot
- Depot
- Air Log Center
- Naval Depot

Service Materiel Commands

USTRANSCOM

MAINTENANCE

TRANSPORTATION

- Production Management
- Maintenance Operations
- Readiness

- Passengers
- Deployments
- Freight

People Processes Systems
DLA

SUPPLY, STORAGE & DISTRIBUTION

- Prime Vendor(s)
- Fuel
- DRMS
- Central Issue
- Distribution Points

- COCOM Support Teams
- Deployable Distr. Center
- Forward Distribution Points
- Central Issue
- Strategic Contracting & Sourcing

Supply, Storage, Distribution
DLR Procurement

Weapon Systems Focus!

Organized Around the Warfighters



DLA Business Model

COCOM'S

Connected To Warfighter Demand

- BRAC
- DLA Forward

Single Point of Accountability

- DLA Commands



Standard Processes & Systems

- DLIS
- DAASC
- IGC



Customized Solution

- PBL
- Delivery
- JRIMM
- Stock
- Prime Vendor

Low Cost - Value

- Cost Reductions
- Rates



USTC

DLA
Service **Enterprise**
Partners

VENDORS





Doing Business with DLA

Biggest contracting opportunity presented by DLA: Consumable Supplies

SMALL BUSINESS RESOURCES

- DLA website: <http://www.dla.mil/db/>
 - List of buying activities, commodities, SADBU's
 - "How to Do Business with DLA"
 - Links to other websites
- DLA Associate Directors of Small Business
- Procurement Technical Assistance Centers (PTAC)

GETTING STARTED

- From websites, identify who buys the products or services you sell
- Contact local PTAC for help on researching & approaching potential buyers
- If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
- Ask about opportunities for: 8(a) contracts (IF you're an 8(a) business)
 - ✓ Set-asides: Veteran-Owned, HUBZone, Small Business
 - ✓ Full and open competition



Defense Logistics Agency

Future of Supplier Relationships: Linking Supply & Warfighter Demand

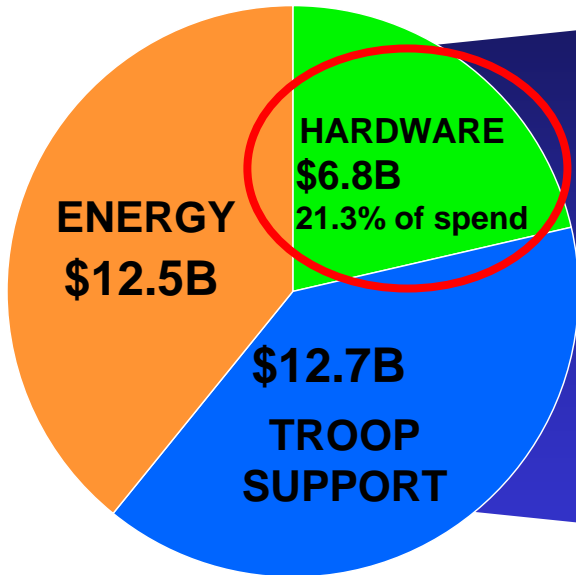




DLA Today & Tomorrow

Annual Spend

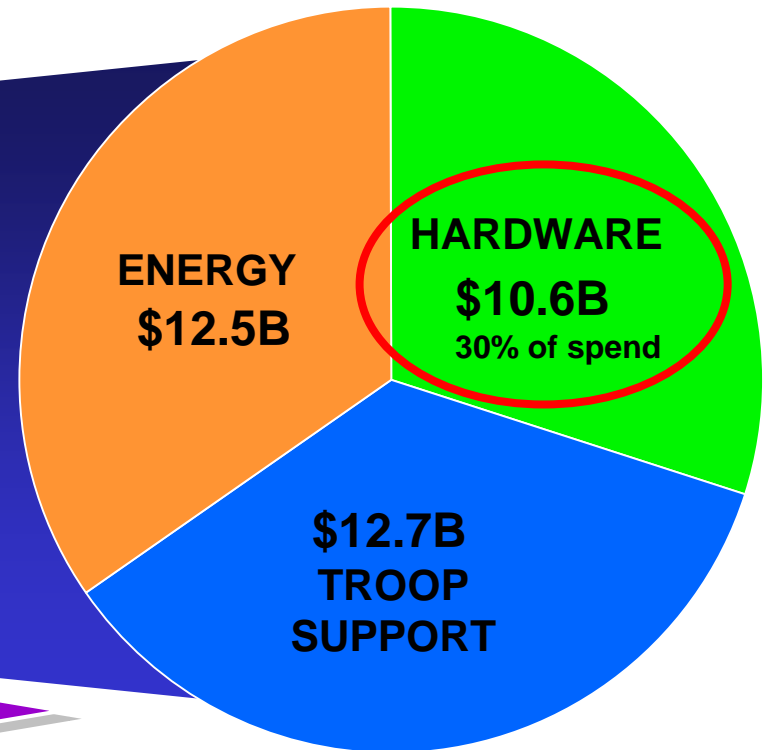
Today



DLA SPEND
WITH DLRs



Tomorrow





DLA Today & Tomorrow

Streamlined Acquisition

TODAY

Air Force

Army

DLA

Marine Corps

Navy

- Multiple Clauses
- Multiple Policies
- Fragmented Collaboration
- Multiple Processes
- Multiple Systems

TOMORROW

✓ Single Policy

✓ Single Process

✓ Single Automated
System

✓ Single Supplier
Collaboration Model

Strengthening Acquisition Excellence



DLA Strategic Partners & Top MILSVC Suppliers

❖ Synergy Across Department – Opportunities to Leverage DoD Buying Power

Military Service Top Vendors (2003-2005)				
DLA Strategic Partners	Air Force	Army	Navy	Marine Corps
General Electric	General Electric	Goodyear	General Electric	Canadian Commercial Corp
Boeing	United Technologies	AM General	Bell Boeing Joint Project Office	Raytheon
Textron	Dynamic Gunver Technologies	Boeing	Boeing	Ronal Industries
Oshkosh	GKN Aerospace	Lockheed Martin	Sikorsky	Rodelco Electronics
Honeywell	Rolls Royce	Oshkosh	All Tools Inc	Mantech Systems Engineering
Rolls Royce	Parker Hannifin	Purdy Corp	Raytheon	Lockheed Martin
AM General	Kaiser Electronics	Honeywell	Lockheed Martin	L-3 Communications
Goodrich Corp	Northrop Grumman	General Electric	Bell Helicopter/Textron	Northrop Grumman
Parker Hannifin	Raytheon	Bell Helicopter/Textron	Hamilton Sundstrand	Centron Industries
Sikorsky	Goodrich Corp	DRS Optronics	Rolls Royce	Wendon Company
Hamilton Sundstrand	Hamilton Sundstrand	General Dynamics	Canadian Commercial Corp.	Carleton Life Support Systems
Dresser Rand	CFM International	Raytheon	Northrop Grumman	Harris Corp
Eaton Corp	BAE Systems	Pacific Harness and Cable	BAE Systems	Detroit Diesel
Canadian Commercial Corp	Honeywell	Sikorsky	United Technologies	Oshkosh
Pratt & Whitney	Boeing	CE Nehoff & Co	L-3 Communications	Aegis Power Systems
Northrop Grumman	AAR Parts Trading Inc	Fenn Manufacturing		Communications & Power Industries
Lockheed Martin	EFW Inc	Hutchinson Industries		Sensis Corp
General Dynamics		GTA Container		System Technical Support Corp
BAE Systems		Commins Inc		General Dynamics
Smiths Aerospace				
Raytheon				
Moog				
United Defense LP/BAE				
Alcoa Global Fasteners				
Aircraft Braking Systems				
Warren Pumps				
Avibank				
York				

Significant Overlap in Top Suppliers

- DLA Unique**
- Air Force Unique**
- Army Unique**
- Navy Unique**
- Marine Corps Unique**
- DLA/Military Service Common Supplier**



Integrated Support Partnerships

Maintenance Depots

Complete Sustainment Support for Multiple Weapon Systems

OEMs / 3PLs

Integration of Customer Pay, IPV, Kitting

Integrator

DLA **Services**

- Performance
- Both Consumable & Reparable

Customer Pay Example

- ✓ 8M parts
- ✓ 50+ suppliers
- ✓ 3 production sites

Military Services

Provide Tech Quality and Requirements Generation



Strengthening Supply Chain Excellence



BRAC 2005 Decisions... ...Enablers for Extending DLA



- **Depot Level Reparables**
- **Consumable Item Transfer**
- **Privatization**
- **Supply Storage & Distribution**

Warner
Robins
Air
Logistics
Center
Oct '07





DEFENSE LOGISTICS AGENCY



***Extending the Enterprise Around the Globe...
...Linking Supply & Demand***