



# Achieving Effectiveness and Efficiency

30 June 2011

**Lou Kratz**  
Vice President and Managing Director  
Logistics & Sustainment  
Corporate Engineering & Technology

# Agenda



- **Key Issues**
- **Current DLA Partnerships**
- **Road Ahead**

# Key Issues



- **DLA leading end-to-end supply chain integration**
- **Delivering improved effectiveness and efficiency**
- **Further improvements achievable**

# Aircraft Tire Privatization



- **5-year FFP contract**
- **98% supply availability**
- **4 day logistic response time**



# Fleet Automotive Support Initiative



- **10-year FFP contract**
- **97.6% fill rate**
- **96% time definite delivery**
- **28% savings over prior costs**



# Industrial Prime Vendor



- **10-year FFP contract**

- **99.7% bin fill rate**



- **100% on-time delivery for spot buys**

# Road Ahead



- **Migrate repairables procurement to DLA under outcome based contracts**
- **Accelerate end-to-end supply chain partnering**
- **Industry expand DLA partnering for best value**

# ***Words of Wisdom***



**“The dogmas of the quiet past are inadequate to the stormy present. . . As our case is new, so we must think anew, and act anew. We must disenthrall ourselves, and then we shall save our country.”**



