

# **DEFENSE LOGISTICS AGENCY**

**AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY**



## **HQ DLA, Director Logistics Operations**

**MG Lynn A. Collyar**

**6 February 2012**



# Current Scope and Impact

- **A \$42 Billion global enterprise**
  - More than 26,000 military and civilians
  - 28 countries
- **Managing nearly 5 Million line items via eight supply chains**
  - Supply 84% of all Military Services' repair parts and 100% of fuel and troop support consumables
  - Support over 1,900 weapons systems
  - Perform procurement role for depot level reparable
- **Primary DoD receipt, stow and issue warehouse**
- **Reverse logistics processor...reutilization and disposal**
- **Foreign Military Sales (FMS) and Humanitarian Aid**
  - \$1.22 Billion sales supporting 118 Nations
  - NATO Codification lead
  - Haiti relief, hurricane response, etc.
- **A “Day in the Life” of DLA:**
  - 11,000 procurement actions
  - 60,000 receipts and issues
  - 13M gallons of fuel issued
  - \$546 Million Class IV Support OEF (FY-11 year to date)





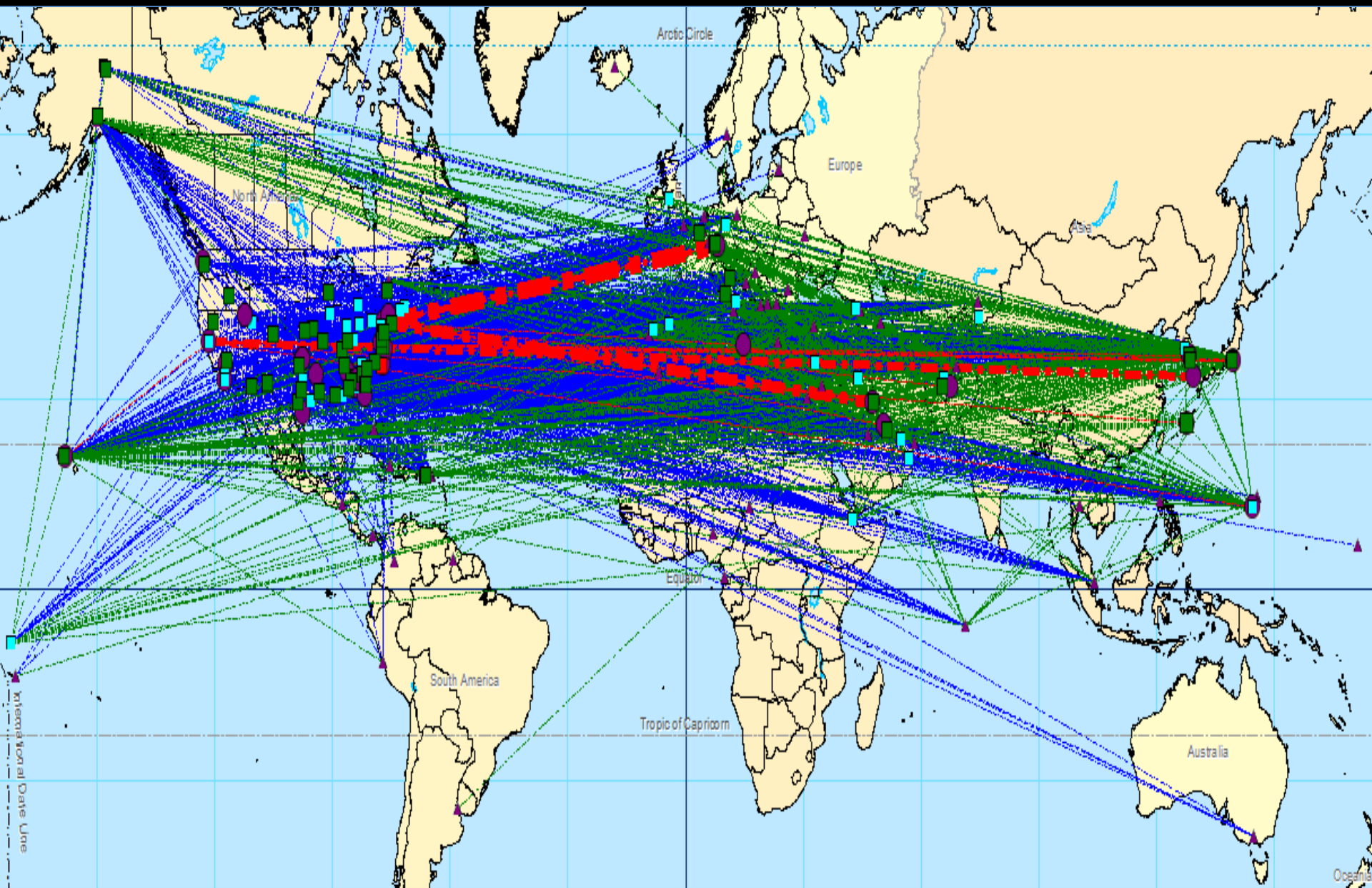
# Telecommunications Circa 1912



While the introduction of the telephone improved communications, multiple phone companies utilized separate lines and systems. AT&T was able to rationalize the business model, ***reducing cost*** and improving performance.

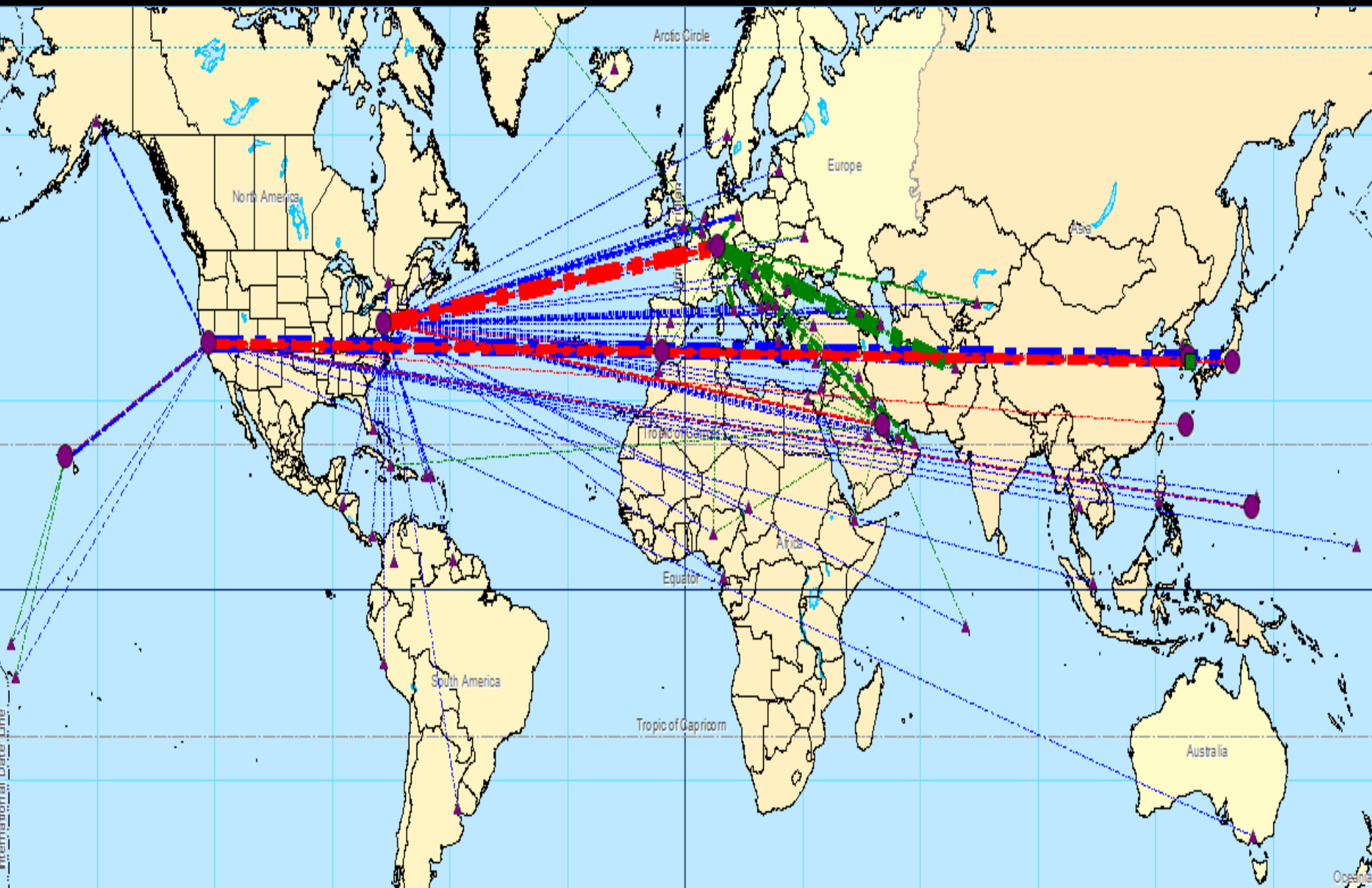


# Strategic Network Optimization





# Strategic Network Optimization





# DEFENSE LOGISTICS AGENCY

## AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

# QUESTIONS?

If you require additional information please send your questions to POCs listed below.

DLA HQ - MG Lynn Collyar at [lynn.Collyar@dla.mil](mailto:lynn.Collyar@dla.mil) or [cat.hq@dla.mil](mailto:cat.hq@dla.mil)

Disposition Services - Ms Sherry Low at [sherry.Low@dla.mil](mailto:sherry.Low@dla.mil) or call 269-961-7248 .

DLA Logistics Information Services - Mr Harry (Pete) McCarty at [harry.mccarty@dla.mil](mailto:harry.mccarty@dla.mil) or call 269-961-4321.

# **DEFENSE LOGISTICS AGENCY**

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## **DLA LAND AND MARITIME**

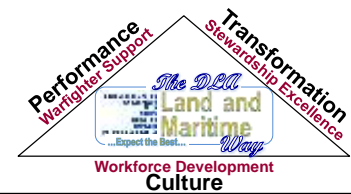
The background of the slide features a large, semi-transparent circular emblem. The emblem contains a globe with a banner across the top that reads "LOGISTICS". Below the globe is an eagle with its wings spread, perched on a shield with vertical red and white stripes. The words "DEFENSE" and "AGENCY" are written vertically on either side of the eagle. The main title "DLA Land and Maritime Supplier Update" is centered over the emblem in a large, bold, black font.

# **DLA Land and Maritime Supplier Update**

**BG Darrell Williams**  
**6 February 2012**



# Agenda

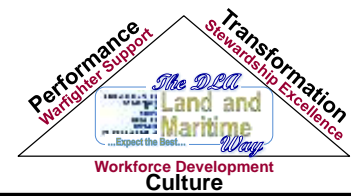


- DLA Land and Maritime
- Tire Successor Initiative (TSI)
- Depot Level Repairables (DLR)
- Forecasting Summit
- Land and Maritime Supplier Update






# DLA Land and Maritime Leadership Team



 Deputy Commander  
Mr. James McClagherty, SES




 Commander  
BG Darrell K. Williams



 Acquisition Executive  
Mr. Milton K Lewis, SES



 Chief of Staff  
COL Ryan Kivett, USA  
Mr. Griff Warren, Deputy



# DLA Land and Maritime Leadership Team



## DLA Land Customer Operations

 COL Jeffrey Vieira, USA  
Mr. John Dreska, Acting Deputy



## DLA Land Supplier Operations

 Col Christine Erlewine, USAF (Deployed DST Kuwait)  
Mr. Ben Roberts, Deputy



## DLA Maritime Customer Operations

 CAPT Rachel Fant  
Ms. Deborah Haven, Deputy



## DLA Maritime Supplier Operations

 CAPT Jim Dolan  
Ms. Patricia Shields, CDR Jay Tucker, Deputies

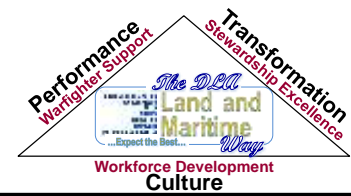


## Strategic Acquisition Programs Directorate

 CAPT Roland Wadge, USN  
Mr. Stephen Rodocker, Deputy



# DLA Land Weapon System Readiness



| Army OEF Systems | USMC OEF Systems | Army OND Systems | Fleet Density | NMC | NMCM | NMCS | DLA Degraders | Current Operational Readiness % |
|------------------|------------------|------------------|---------------|-----|------|------|---------------|---------------------------------|
| HET M1070        | M1               | M1               |               |     |      |      |               |                                 |
| HET M1000        | LAV              | HET M1070        |               |     |      |      |               |                                 |
| M915/916/920     | M88A2            | HET M1000        |               |     |      |      |               |                                 |
| M917             | MTVR             | M915/916/920     |               |     |      |      |               |                                 |
| HEMTT            | LVS              | M917             |               |     |      |      |               |                                 |
| 4K FL            | 5K FL            | HEMTT            |               |     |      |      |               |                                 |
| 6K FL            | EBFL             | 4K FL            |               |     |      |      |               |                                 |
| 10K FL           | TRAM             | 6K FL            |               |     |      |      |               |                                 |
| RTCH             | RTCH             | 10K FL           |               |     |      |      |               |                                 |
| Cranes           | LVSR             | RTCH             |               |     |      |      |               |                                 |
| Dozers           | M777             | Dozers           |               |     |      |      |               |                                 |
| MaxxPro          | Buffalo          | Cranes           |               |     |      |      |               |                                 |
| Cougar           | MaxxPro          | MaxxPro          |               |     |      |      |               |                                 |
| RG31             | Cougar           | Caiman           |               |     |      |      |               |                                 |
| MATV             | MATV             | RG 33L           |               |     |      |      |               |                                 |



- Top 15 Theater-Deployed Weapon Systems by Service & Operation
- Highlight DLA Degraders
- Intensive Management and Tracking

**Weekly COP-W Battle Rhythm...With Warfighter Partners**



# DLA Land and Maritime Small Business Programs



## FY12 Strategies

- Increased Stakeholder Collaboration
- Expanded Market Research
- TKO Supplier Training Enhancements
- Target training of Acquisition Personnel on high yield strategies

## Target SDVOSB Community

- Connect with SDVOSBs via Webinars & new media technology
- Targeted DIBBS Training
- 1500+ NSN SDVOSB Project
- Involve SDVOSB Advocacy Groups

## Where to Find Opportunities

- FedBizOpps
- DLA Internet Bid Board System (DIBBS)
- Procurement Technical Assistance Center Resources



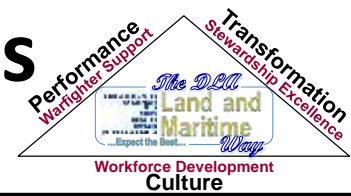
## Point of Contact

DLA Land and Maritime  
Office of Small Business Programs  
Business Counseling Center  
800 262 3272 / 614 692 3541  
DSCC.bcc@dla.mil

Warfighter-focused, globally responsive, fiscally responsible supply chain leadership.



# Land and Maritime AOP Initiatives

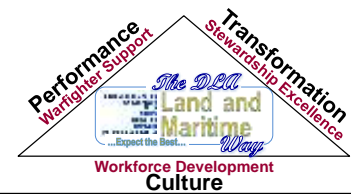


- Maintain Exemplary Global **Support for Warfighter Operations**
  - Material Available to our Warfighters
- Enhance Global **Support for Industrial Operations**
- Extend LTC Coverage & Improve **Small Business Participation**
- Improve **Engineering Support Activity** Processing Times
- Improve Operational Efficiencies to **Meet Fiscal Constraints**
  - Adapt to changing fiscal situation
- Reduce **Material Costs**
  - Work with suppliers to reduce overall costs
- Complete **BRAC/Wynne actions**
- Maintain **Procurement Integrity** & Improve Procurement Processes
- **Protect the Supply Chains** from Non-Conforming, Counterfeit, and Low Quality Parts and Material
  - Mitigate the risk of nonconforming materials
- Further Develop Our High-Performing Workforce & **Leverage Our Diversity**

***Our Top Priorities for FY12***



# Tires Successor Initiative (TSI)



## Scope

- Successor to Tires Privatization Program
- Army, USMC, USAF Ground & Aircraft Tires
- Leverages Defense Transportation System
- Leverages 24 DLA Contracts for Tires
- Five Year Base with Single Two Year Option
- \$1.1B Program

### Integrator



### Providers



### Supporters



Sep 11

TSI Awd

Oct 11

Ramp Up

Nov 11

Dec 11

Jan 12

A/C  
TSI Start

Feb 12

Ground  
TSI Start

## Objectives

- Seamless Customer Support
- Split Award of Specific NSNs
- Equal or lower prices to Customer

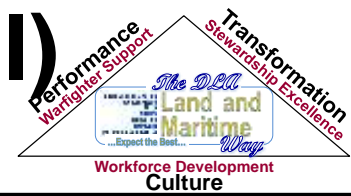
## Challenges

- Contract Support for Tires
- Limited Schedule Flexibility
- **TPI to TSI Transition**
- Cost of Raw Material

*Seamless Tire Support to Customers*



# Tires Successor Initiative (TSI) Support Concept



## TPI

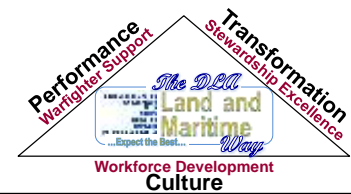
- Two contracts for Aircraft and Ground tires – Michelin
  - Five Year Terms with single 5 year options
- 100% commercial transportation
- Industrial Base Maintenance
  - Dual source: 65% – 35%
- Destination Inspection
- 100% Contractor Retread Responsibility

## TSI

- Single Supply Chain Provider – SAIC
  - Five Year Term – Two Year Options
- 25 DLA LTCs with Producers/Suppliers
  - Two Year Terms – One Year Options
- Government OCONUS Transportation - DTS
- No Industrial Base Maintenance
  - Split Awards
- Source Inspection – FMS
- Government & Provider share retread responsibilities



# DLR Procurement



## Depot Level Repairables (DLR)

### Aberdeen

- **FY11: 555 contracts worth \$172M**
- **Systems:** C4ISR
- **Components:** Navigation/GPS, Radars, Sensors, Grnd & Satellite Comm, Power Generation
- **Stand Up:** 31 Oct 10



CECOM

### Mechanicsburg

- **FY11: 7,085 Contracts worth \$294M**
- **Systems:** Surface & Submarine
- **Components:** HM&E, Comm/Surveillance, Combat Systems
- **Stand Up:** 9 Nov 08



NAVAL SUPPLY SYSTEMS COMMAND

### Warren

- **FY11: 694 Contracts worth \$404M**
- **Systems:** Wheeled, Tracked Vehicles, MHE, Chem Bio
- **Components:** Wheel & Tire Assy, Track, Engines, Transmissions, Armaments, Containers
- **Stand Up:** 15 Feb 09



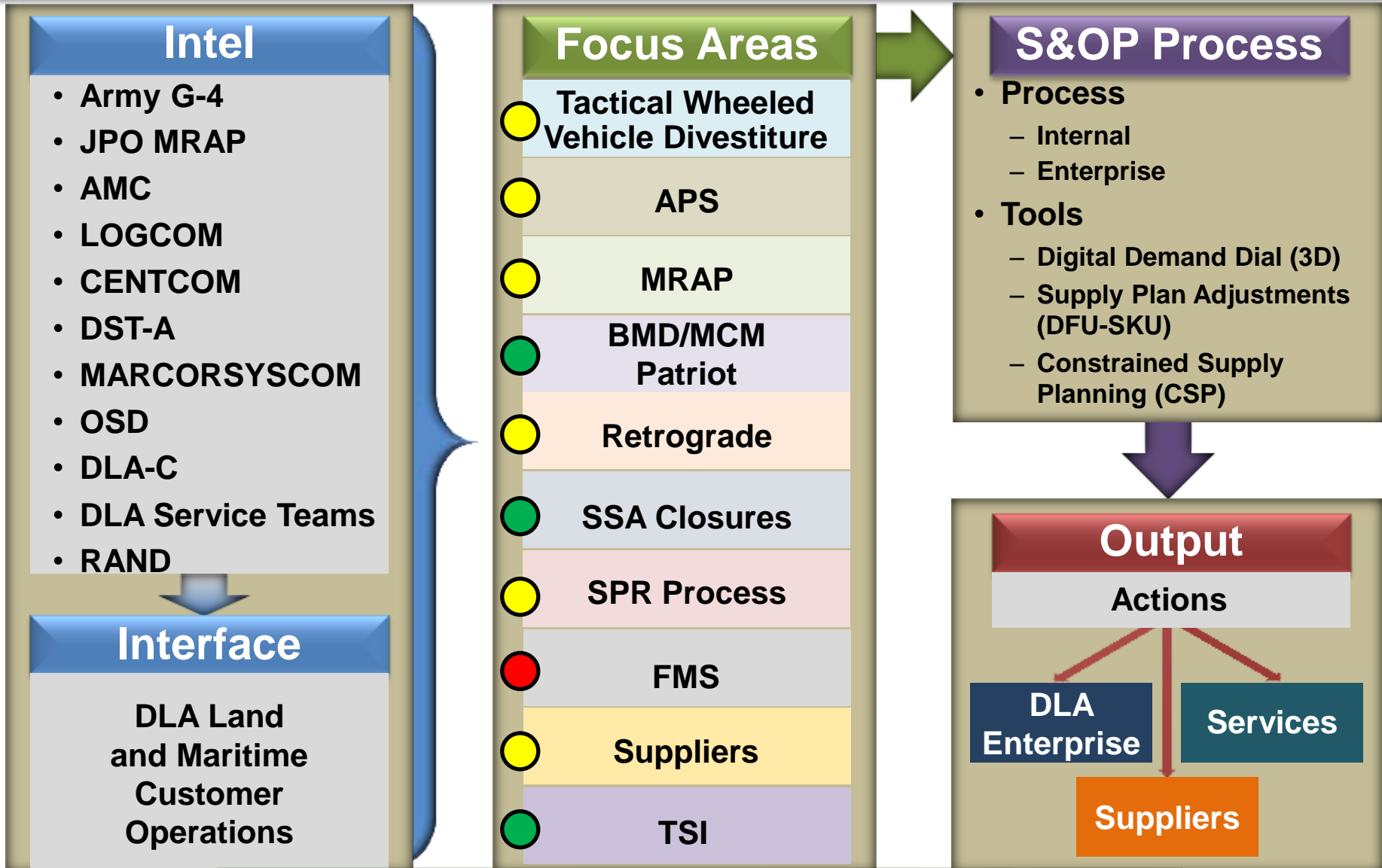
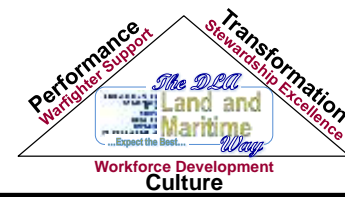
TACOM

**Performance Standard...100% On Time Delivery**





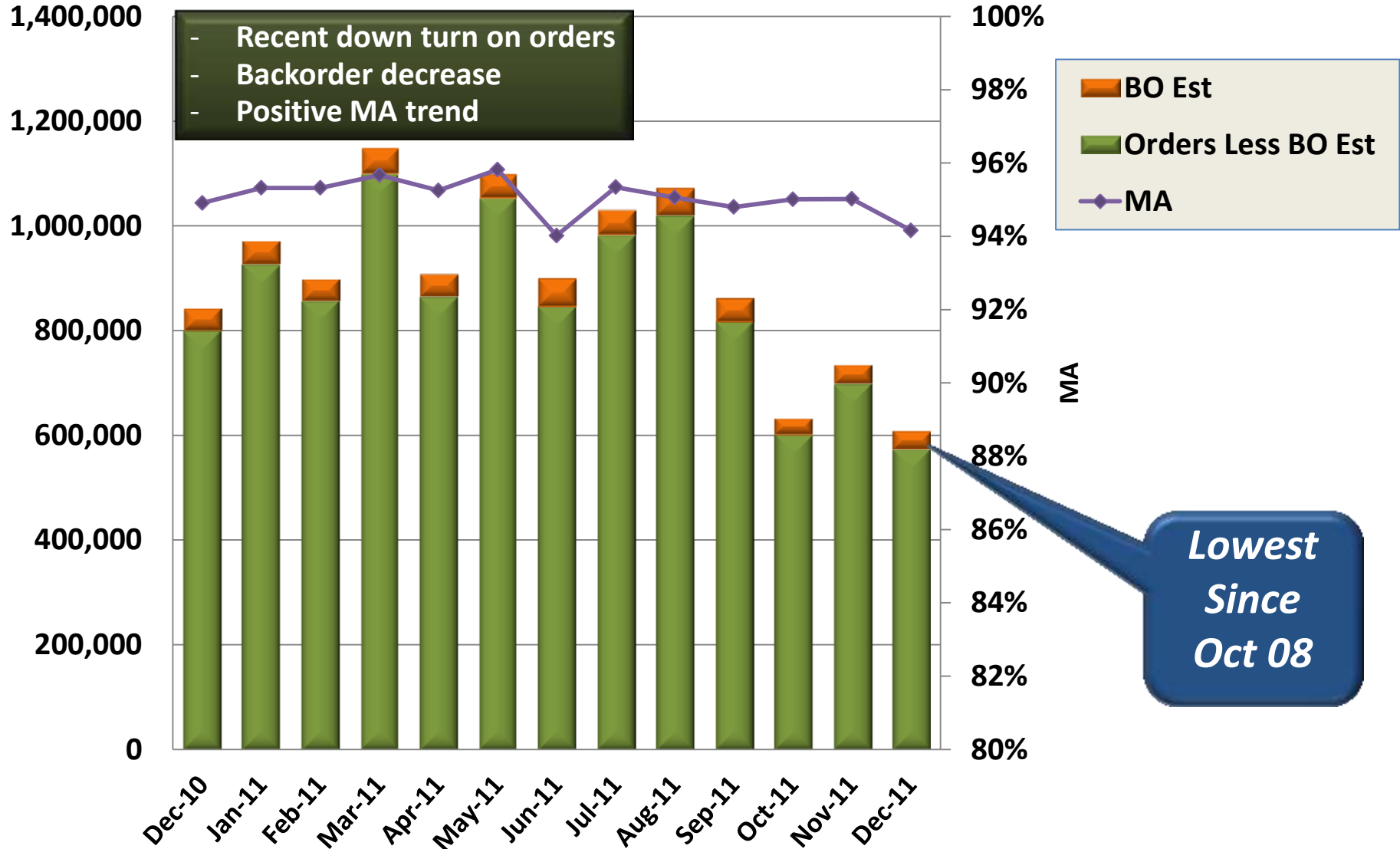
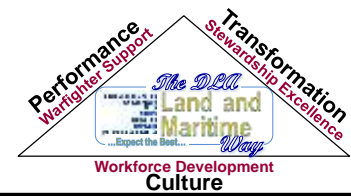
# Shared Intelligence and Forecasting Methodology



*Translating Customer Intel to Actions*

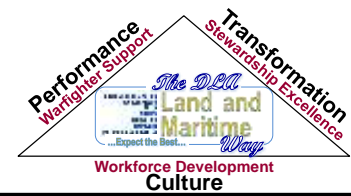


# Backorders, Orders, MA Land Demand Chain





# Closing



Continue to  
work together  
for readiness  
of our  
Warfighters  
and Depots



DLA Land and  
Maritime  
Supplier  
Update 7 Feb  
Ferrante Rm



DLA Industry  
Conference  
Summer of 12'  
Columbus, OH

***Greater Collaboration With Our Suppliers***



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# **QUESTIONS?**