

DLA Land & Maritime Supplier Conference & Exposition

**August 29-September 1, 2016
Columbus, OH**

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

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***

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Commentary

- **“IB” throughout... (“selective” flow...)**
- **REGULATION - policy digestion/indigestion**
- **\$\$ being held at agency, service, departmental, “higher”?!**
- **uncertainty, uncertainty, uncertainty**
- **and then, there is Tuesday, November 8**

- **RISK** - as averse on the battlefield as tolerant in the acquisition cycle
- **TIME** - SCO... Pearl Harbor to D-Day (SOCOM, MRAP)
- **TECHNOLOGY** - as “graven image”
 football: talent vs. speed/agility (see above)

Potential Opportunities for Improving Partnership Performance



- **Post-November 8: 70 days & a wakeup**
- **NDAA 2017 & 2018**
- **Grow LMP success - forecasting accuracy**
- **BBP “X. O.” ?!?! will there be a leap ahead?**
- **Data rights: ownership versus access**

Questions?

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