



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



LAND & MARITIME SUPPLIERS CONFERENCE 2016

RADM Vince Griffith

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DELIVER THE RIGHT SOLUTION ON TIME, EVERY TIME

DLA: America's Combat Logistics Support Agency

Mission: Provide effective and efficient global solutions to our Warfighters and valued customers.

Vision: Deliver the right solution on time, every time.

SECRETARY OF DEFENSE





DELIVER THE RIGHT SOLUTION ON TIME, EVERY TIME

Current Scope and Impact

- A \$38B global enterprise
- Nine supply chains
- 26 depots worldwide
- Reutilization & disposal
- Foreign Military Sales / Humanitarian Aid





Worldwide Operations

Ongoing Support

USTRANSCOM

- Cyber
- Contingencies
- Alternate Operating Practices
- Foreign Military Sales (FMS)

USPACOM

- Forward Stocking
- Tailored Component Support
- Fuel

USEUCOM

- Forward Stocking
- European Activity Sets
- Balkan Support

USSOUTHCOM

- All Classes of Supply
- Humanitarian Aid
- Migrant Ops scenarios

USCENTCOM

- Sustainment/Drawdown
- Pesh Forces Support
- Syrian Train/Equip
- Trans Arabian Network
- Salalah Port Operations



Ongoing Support

USSOCOM

- Support all SOF Components
- 16 current operations

USSTRATCOM

Nuclear

USNORTHCOM

- Disaster Response/Recovery
- Homeland Defense Planning-Artic

USAFRICOM

- Djibouti / Local Area Sourcing
- Libya Humanitarian Ops
- West African Logistics Network
- South Sudan





DELIVER THE RIGHT SOLUTION ON TIME, EVERY TIME

Strategic Landscape

Increased Global Engagement (Humanitarian)





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Strategic Landscape

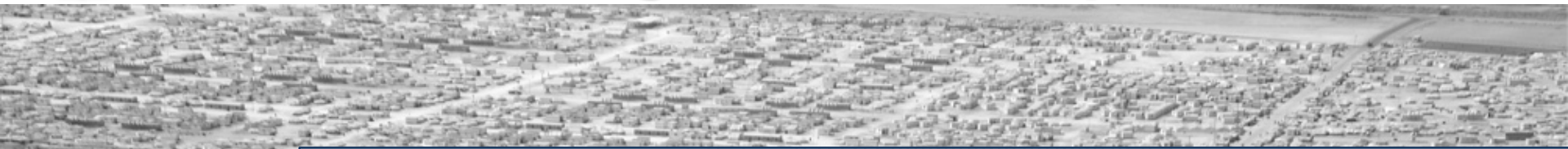
Increased Global Engagement (Military)





DELIVER THE RIGHT SOLUTION ON TIME, EVERY TIME

Strategic Landscape



Increased Support to Foreign Militaries (Train & Equip)





Strategic Environment

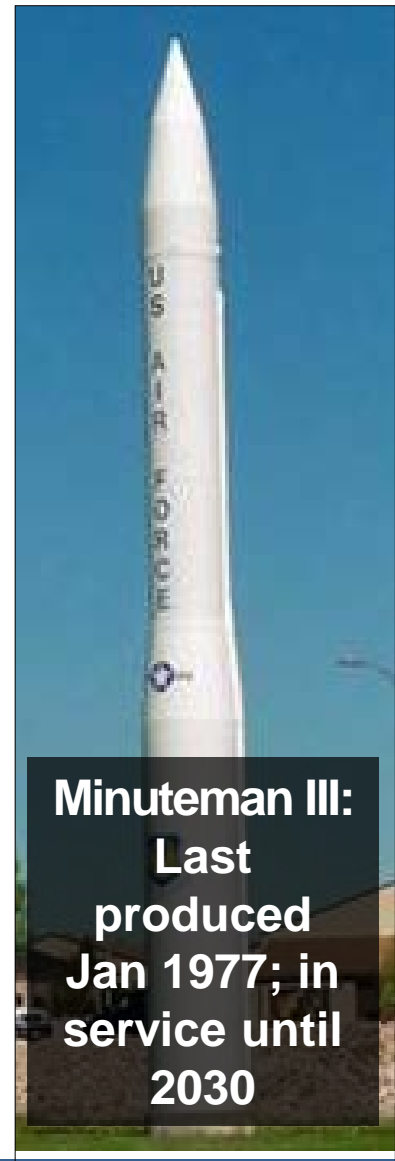
- Budget Uncertainty
- Fielding New Weapons Systems
- Aging Weapon Systems



USS NIMITZ:
Commissioned
May 1975



B-52H: Last produced Oct 1962;
service life extended beyond 2040



Minuteman III:
Last
produced
Jan 1977; in
service until
2030



Increased Opportunities

- **Leveraging DLA capabilities across Whole of Government**
 - 42 Agencies; \$1.01B Sales
 - Support when it makes sense (BCA)
 - Win / Win
 - Allows orgs to focus on core missions
 - Reduces costs to all customers




FEMA





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Smarter Business Practices



Better Buying Power (BBP)

- Incentivize Productivity and Innovation in Industry and Government

Performance Based Logistics

- Focused on outcomes
- Getting involved early in lifecycle management



Better Business Relationships



Supplier Relationship Scale	Description
Partnering Relationship	A relationship of mutual dependency, where the exchange is so strong that it is needed for each party to conduct their business.
Personal Relationship	A relationship where the parties know each other and begin to adjust the product and service exchange to each others specific requirements.
Transactional Relationship	A relationship where the parties interact with each other during the discreet exchanges of products or services.
New Relationship	A relationship that has just started; one that has not yet been "proven."
No Relationship	A relationship that is unknown, or one that is still only prospective, or one that is undesirable



Partners collaborating for mutual success



Conclusion

- **Global Presence / Worldwide Ops**
- **Responsive to Changing Environment**
- **Partners with Industry**





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Questions???



Please visit our DLA reps at Booths #521 & #523.