

DLA Land & Maritime Supplier Conference & Exposition

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

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***

Oshkosh Corporation

NDIA



Our Mission: To partner with customers to deliver superior solutions that safely and efficiently move people and materials at work, around the globe and around the clock

Established: 1917

FY15 Sales: \$6.1 billion

Fortune Ranking: 394

Headquarters: Oshkosh, Wisconsin

Operations:

Manufacturing in seven countries

Service centers in 23 countries

Six new product development facilities

Employees: 13,300

Customer Reach: 130 countries

NYSE: OSK

Oshkosh Corporation Business Segments

NDIA

ACCESS EQUIPMENT



COMMERCIAL



DEFENSE



FIRE & EMERGENCY

Oshkosh Defense Vehicle Portfolio

NDIA

Heavy

Heavy Equipment Transporter (HET)



Palletized Load System (PLS)



Logistics Vehicle System Replacement (LVS)



Heavy Expanded Mobility Tactical Truck (HEMTT)



Medium & MRAP

Family of Medium Tactical Vehicles (FMTV)



FMTV Cargo 4x4



Medium Tactical Vehicle Replacement (MTVR)



M-ATV Family of Vehicles



Light & ARFF

Joint Light Tactical Vehicle (JLTV)



Joint Light Tactical Vehicle (JLTV) Utility Variant



Extendable Boom Forklift (EBFL)

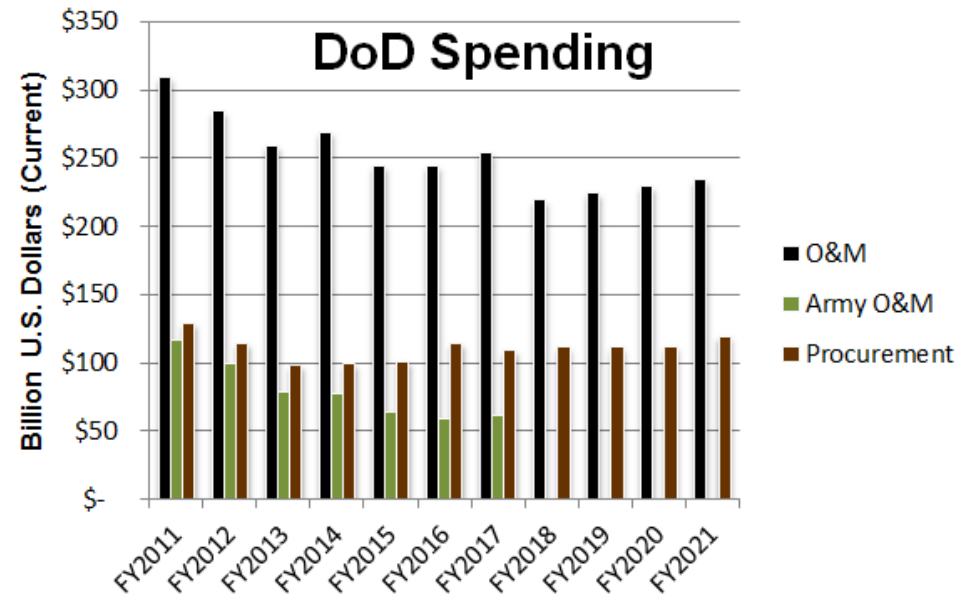


P-19R Aircraft Rescue & Fire Fighting (ARFF)



Trends Impacting Warfighter Support & the Challenges they Create

- Continued uncertainty of DoD budgets
- Generally declining Operations & Maintenance funding
- OPTEMPO change from wartime to peacetime



Source: AEROWEB, a Forecast International Subsidiary

Potential Opportunities for Improving Performance

NDIA

- **Include DLA from the beginning of program lifecycle planning**
- **Sustain long term contracts**
- **More predictable purchasing**
- **Enhance communications**



CAPITALIZING ON THESE OPPORTUNITIES WILL STRENGTHEN DoD BUYING POWER & IMPROVE INDUSTRY PRODUCTIVITY



Oshkosh Defense: Serving a Critical Mission

*“To the men and women of Oshkosh Defense,
because of your hard work we walked away smiling,
laughing, and most importantly
we live to fight another day.”*

The logo for Oshkosh Defense, featuring the word "OSHKOSH" in a bold, white, sans-serif font with a stylized "O" that has a square cutout. Below it, the word "DEFENSE" is written in a smaller, white, sans-serif font. The logo is positioned in the bottom left corner of the image.

OSHKOSH
DEFENSE

- **Questions?**
- **Thank you!**

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