

# DLA Land & Maritime Supplier Conference & Exposition

*“Maximizing Warfighter Readiness Today and Tomorrow...  
the Strategic Advantage of Better Buying Power”*



AUGUST 29 - SEPTEMBER 1, 2016

[WWW.NDIA.ORG/MEETINGS/6780](http://WWW.NDIA.ORG/MEETINGS/6780)

GREATER COLUMBUS CONVENTION CENTER

COLUMBUS, OH ▶ EVENT #6780

Welcome to the Defense Logistics Agency (DLA) Land and Maritime Supplier Conference & Exposition!

This year's theme "Maximizing Warfighter Readiness Today and Tomorrow...the Strategic Advantage of Better Buying Power" aligns with Department of Defense's focus on Better Buying Power 3.0. In support of this effort, DLA's Strategic Plan focuses on collaboration, innovation and smart investments among the workforce's top priorities. Through working with industry, DLA can integrate innovation into its business practices. DLA's business model has evolved from a very transactional model to one that values long-term relationships. Better Buying Power asks us all to think about the next evolution, one that creates greater synergy with our service partners and incentivizes industry to improve their products.

Whether you are a small business looking to start a relationship with DLA, or have been part of our team and working with us for years, we are happy you have joined us to work together to maximize warfighter readiness through Better Buying Power.

## MONDAY, AUGUST 29

**12:00 PM - 5:00 PM** Registration Open

**12:00 PM - 5:00 PM** Exhibit Hall Move-in

**5:00 PM** Exhibit Hall Closes

## TUESDAY, AUGUST 30

**7:00 AM - 5:30 PM** Registration Open

**7:00 AM - 5:30 PM** Exhibit Hall Open

**7:00 AM - 8:00 AM** Registration & Networking Continental Breakfast

**8:00 AM** **PRESENTATION OF THE COLORS**

- ▶ Ohio National Guard

**NATIONAL ANTHEM**

- ▶ Ms. Angela McCoy, *DLA Land and Maritime*

**8:15 AM** **WELCOME REMARKS**

- ▶ Mr. James McClaugherty, SES, *Acting Commander, Defense Logistics Agency Land and Maritime*

**8:20 AM** **KEYNOTE ADDRESS**

- ▶ RADM Vincent Griffith, USN, *Director, DLA Logistics Operations (J3), Defense Logistics Agency*

**8:55 AM** **KEYNOTE ADDRESS**

- ▶ LTG Joseph Anderson, USA, *Deputy Chief of Staff, G-3/5/7*

**9:30 AM - 10:00 AM** Networking Break

## TUESDAY, AUGUST 30 (CONTINUED)

- 10:00 AM**            **WELCOME TO COLUMBUS**  
▶ Mr. Andrew Ginther, *Mayor, City of Columbus*
- 10:05 AM**            **GUEST SPEAKER**  
▶ BG David Bassett, USA, *Program Executive Officer, Ground Combat Systems*
- 10:40 AM**            **GUEST SPEAKER**  
▶ Mr. Ryan McDermott, *Principal Director, Manufacturing and Industrial Base Policy, Acquisition, Technology & Logistics*
- 11:15 AM**            **GUEST SPEAKER**  
▶ Ms. Claire Grady, *Director, Defense Procurement Acquisition Policy*
- 11:50 AM - 1:00 PM**    Networking Luncheon
- 1:00 PM - 2:15 PM**    Breakout Sessions (Descriptions listed on pages 7-8)

<b>VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES - ROOM E160A</b>
<b>OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS GUIDE TO SOCIO-ECONOMIC PROGRAMS - ROOM E171</b>
<b>COST &amp; PRICING - ROOM E170</b>
<b>VENDOR PAYMENT PROCESS UPDATES AND CHALLENGES - ROOM E161B</b>
<b>SOURCE APPROVAL REQUESTS / CASTING AND FORGING / REPLENISHMENT PARTS PURCHASE OR BORROW - ROOM E161A</b>

- 2:15 PM - 2:45 PM**    Networking Break
- 2:45 PM - 4:00 PM**    Breakout Sessions Continue (Descriptions listed on pages 7-8)

<b>QUALIFIED PRODUCTS AND MANUFACTURERS LISTS - ROOM E160B</b>
<b>OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS DOING BUSINESS WITH DLA - ROOM E171</b>
<b>DLA INTERNET BID BOARD SYSTEM - ROOM E161B</b>
<b>QUALITY AND DELIVERY ASSURANCE AND MONITORING - ROOM E160A</b>
<b>SOURCE APPROVAL REQUESTS / CASTING AND FORGING / REPLENISHMENT PARTS PURCHASE OR BORROW - ROOM E161A</b>
<b>COST &amp; PRICING - ROOM E170</b>

- 4:00 PM - 5:30 PM**    Networking Reception in the Exhibit Hall
- 5:30 PM**              Exhibit Hall Closes

## WEDNESDAY, AUGUST 31

- 7:00 AM - 4:40 PM** Registration Open
- 7:00 AM - 4:40 PM** Exhibit Hall Open
- 7:00 AM - 8:00 AM** Networking Continental Breakfast
- 8:00 AM** **WELCOME REMARKS AND KEYNOTE INTRODUCTION**
- ▶ Mr. James McClaugherty, SES, *Acting Commander, Defense Logistics Agency Land and Maritime*
- 8:05 AM** **KEYNOTE ADDRESS**
- ▶ Hon. Frank Kendall, *Under Secretary of Defense for Acquisition, Technology and Logistics*
- 8:45 AM** **KEYNOTE ADDRESS**
- ▶ VADM Thomas Rowden, USN, *Commander, Naval Surface Forces, U.S. Pacific Fleet*
- 9:25 AM** **KEYNOTE ADDRESS**
- ▶ MajGen John Broadmeadow, USMC, *Vice Director for Logistics, J4*
- 10:05 AM - 10:35 AM** Networking Break
- 10:35 AM** **LARGE BUSINESS PANEL**
- 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.*
- 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*
- 12:10 PM - 1:40 PM** Networking Luncheon

# WEDNESDAY, AUGUST 31 (CONTINUED)

**1:40 PM - 2:55 PM** Breakout Sessions Continue (Descriptions listed on pages 7-8)

<b>VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES - ROOM E160A</b>
<b>CYBERSECURITY - ROOMS E170</b>
<b>COST &amp; PRICING - ROOM E172</b>
<b>VENDOR PAYMENT PROCESS UPDATES AND CHALLENGES - ROOM E160B</b>
<b>PERFORMANCE BASED LOGISTICS - ROOM E171</b>
<b>FUTURE REQUIREMENTS - ROOM E161B</b>
<b>SOURCE APPROVAL REQUESTS / CASTING AND FORGING / REPLENISHMENT PARTS PURCHASE OR BORROW - ROOM E161A</b>

**2:55 PM - 3:25 PM** Networking Break

**3:25 PM - 4:40 PM** Breakout Sessions Continue (Descriptions listed on pages 7-8)

<b>QUALIFIED PRODUCTS AND MANUFACTURERS LISTS - ROOM E160B</b>
<b>OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS COFFEE WITH CONTRACTING - ROOM E171</b>
<b>CYBERSECURITY - ROOM E170</b>
<b>DLA INTERNET BID BOARD SYSTEM - ROOM E172</b>
<b>QUALITY AND DELIVERY ASSURANCE AND MONITORING - ROOM E161A</b>
<b>VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES - ROOM E160A</b>
<b>FUTURE REQUIREMENTS - ROOM E161B</b>

**4:40 PM** Exhibit Hall Closes

# THURSDAY, SEPTEMBER 1

- 7:00 AM - 11:15 AM** Registration Open
- 7:00 AM - 11:15 AM** Exhibit Hall Open
- 7:00 AM - 8:00 AM** Networking Continental Breakfast
- 8:00 AM** **WELCOME AND INTRODUCTORY REMARKS**
- ▶ Ms. Coleen McCormick, *Director of the Office of Small Business Programs, DLA Land and Maritime*
- 8:05 AM** **SMALL BUSINESS KEYNOTE ADDRESS**
- ▶ Mr. Kenyata Wesley, *Acting Director, Office of Small Business Programs*
- 8:45 AM** **INDUSTRY KEYNOTE ADDRESS**
- ▶ Mr. Bryan Rudgers, *Director of Government Business Development, Jamaica Bearings*
- 9:30 AM** **DLA ENTERPRISE APPROACH TO SMALL BUSINESS**
- ▶ Mr. Matthew Beebe, *Director of Acquisition, J7, Defense Logistics Agency*
- 10:00 AM** **SMALL BUSINESS PANEL**
- MODERATOR:** Ms. Amy Sajda, *Small Business Director, DLA HQ*
- ▶ Mr. Mitch Blackman, *National Sales Director, Kampi Components*
  - ▶ Mr. Dale Carrick, *Vice President Business Development, Hunt Valve Company, Inc.*
  - ▶ Ms. Stacy Flick, *Manager OEM/USG Sales, Ibis Tek, LLC*
- 11:15 AM** **CLOSING REMARKS**
- ▶ Mr. James McClagherty, SES, *Acting Commander, Defense Logistics Agency Land and Maritime*
- 11:25 AM** Adjourn

# BREAKOUT SESSION DESCRIPTIONS

## **CYBERSECURITY**

Latest updates on Cybersecurity issues. Requirements, trends, and challenges in implementation of Cybersecurity requirements.

## **FUTURE REQUIREMENTS**

Overview of military service needs and equipment trends over the next 3-5 years. Demand intelligence and spending trends.

## **COST & PRICING**

How DLA determines target prices and elements of price reasonableness. Certified Cost and Pricing Data requirements. Factors DLA uses to determine contract prices Fair and Reasonable.

## **PERFORMANCE BASED LOGISTICS**

DLA PBL strategy and current engagements. Maximizing Warfighter readiness through strategic acquisition and Better Buying Power concepts.

## **VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES**

Interactive training session providing tools and tips for effective use of the VSM system to notify DLA transportation team that shipments are ready for transport. Issues involved in late pickup of shipments. Updates on recent system enhancements.

## **VENDOR PAYMENT PROCESS UPDATES AND CHALLENGES**

Tools and tips for vendors to avoid payment issues when processing shipment data, invoices and notifications. Top reasons vendor payments are delayed. Resolution Specialist role in resolving payment issues.

## **DLA INTERNET BID BOARD SYSTEM**

Presentation of current DIBBS topics, including password requirements, searching capabilities, quoting methods, submitting Post Award Requests (PARs), new functionality, upcoming changes and future improvements.

## **QUALITY AND DELIVERY ASSURANCE AND MONITORING**

DCMA production surveillance, assurance and monitoring regime to ensure quality products are delivered on time for the Warfighter. Contract clauses referencing quality and most common reasons vendor shipments are rejected at DLA depots.

## **QUALIFIED PRODUCTS AND MANUFACTURERS LISTS**

Current processes, procedures, and challenges with Qualified Products List, Qualified Suppliers List of Distributors, Qualified Suppliers List of Manufacturers, Qualified Manufacturers List, and Qualified Testing Suppliers List.

## **SOURCE APPROVAL REQUESTS / CASTING AND FORGING / REPLENISHMENT PARTS PURCHASE OR BORROW**

Current processes, procedures, and challenges with Source Approval Requests and the Casting and Forging and Replenishment Parts Purchase or Borrow programs.

## BREAKOUT SESSIONS (CONTINUED)

### **OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS GUIDE TO SOCIO-ECONOMIC PROGRAMS**

Workshop covering certification process for 8(a) and HUBZone vendors and roles of Office of Small Business Programs and Small Business Administration and how they can serve vendors.

### **OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS DOING BUSINESS WITH DLA**

Workshop providing overview of doing business with DLA with special guests from DLA Headquarters Office of Small Business Programs and DLA Disposition Services.

### **OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS COFFEE WITH CONTRACTING**

Office of Small Business Programs hosting interactions with pre-award and post-award acquisition specialists on what they look for in successful quoting and fulfillment of DLA orders. Opportunity to ask questions and interact with experienced acquisition personnel including small business specialists.