



DLA Supply Chain Alliance Conference & Exhibition



PLANNING / FORECASTING

OPENING REMARKS / PRESENTERS

Amanda Bangs

*Planning Deputy Director,
DLA Aviation*

Teresa Harris

*Deputy Director of Business
Process Support, DLA L&M*

OPEN Q&A

Bryan Rudgers

*Director of Government BD &
Regulatory Compliance,
Jamaica Bearings Company*

Sean Shockley

*Branch Manager, Customer
Focused Intelligence Team,
DLA Aviation*

Enid Haines

*Branch Manager, Business
Process Support,
DLA Aviation*



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AGENDA







- DLA Supply Chain
- DLA Business Model
- DLA Planning and Methods of Management
- Q&A Open Forum
 - Supplier Collaboration and Planning



DLA: End-to-End Global Supply Chain Management

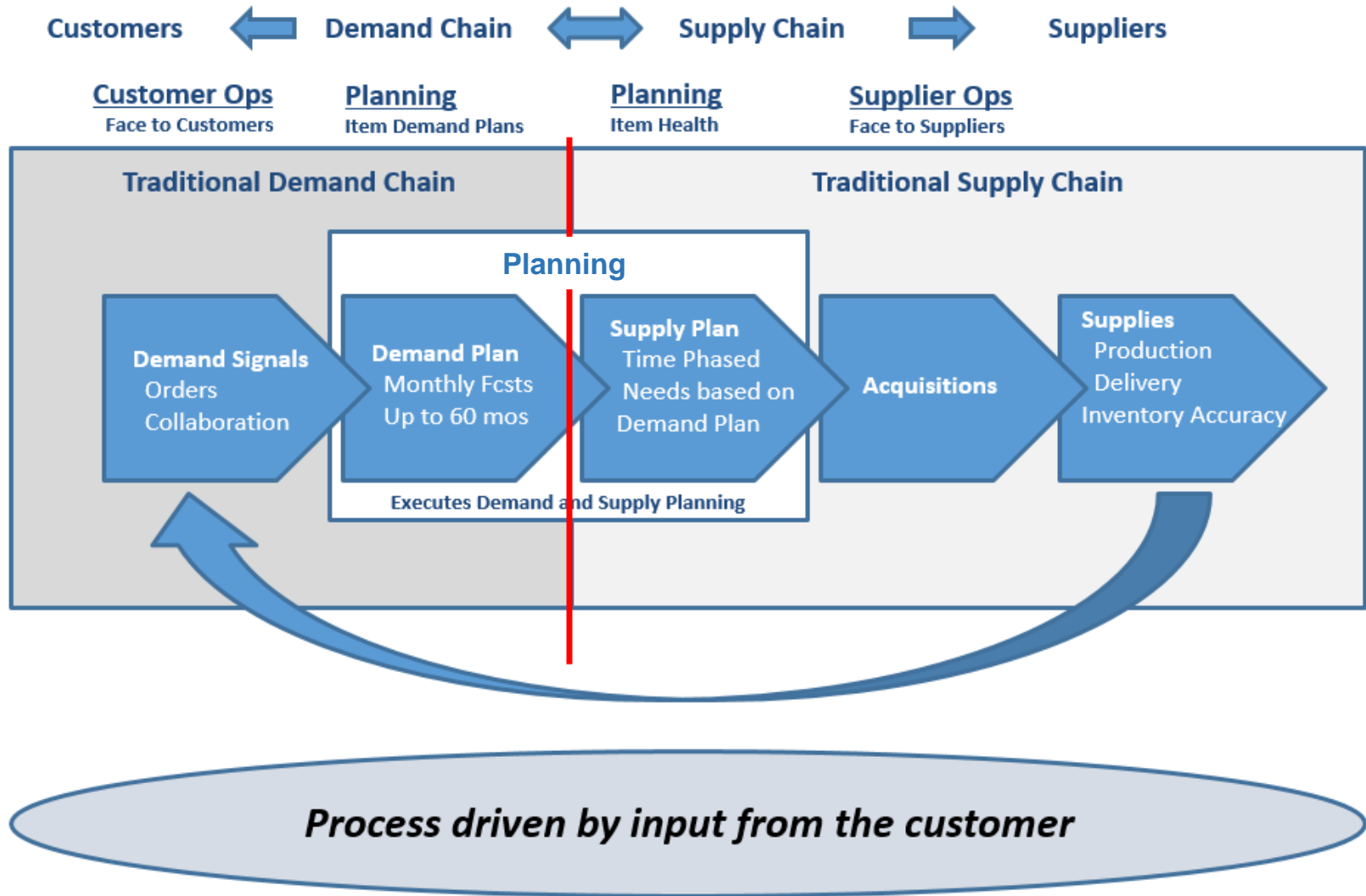
- **\$49B** in revenue
- **\$13B** in small business
- **\$5.7B** in support to Defense Agencies (\$1B in foreign military sales)
- **\$5.3B** in support to Whole of Government
- ~**100%** Military Services' consumables
- Over **10K** suppliers
- ~**10K** awards per day (94% automated)
- Manage over **5M** line items
- **\$205B** active contracts managed
- ~**26K** workforce, ~**2K** forward positioned
- Executive Agent for bulk fuel* (DoDD), medical materiel**, subsistence***, construction & barrier materiel****

SIX MAJOR SUBORDINATE COMMANDS/BUSINESS UNITS

TROOP SUPPORT	LAND AND MARITIME	AVIATION	ENERGY	DISTRIBUTION	DISPOSITION SERVICES
PHILADELPHIA, PA	COLUMBUS, OH	RICHMOND, VA	FORT BELVOIR, VA	NEW CUMBERLAND, PA	BATTLE CREEK, MI
					
Global Supply Chains: Subsistence, Clothing & Textiles, Construction & Equipment, and Medical	Repair parts for ground-based and Maritime Systems	Repair parts for Aviation Systems, Nuclear Systems, maps and Industrial Plant Equipment	Global fuel and comprehensive energy solutions	Global storage and distribution solutions	Global solutions for disposal of excess property
<ul style="list-style-type: none"> • \$21.5B Revenue • 51K+ Customers • 3 Locations 	<ul style="list-style-type: none"> • \$3.9B Revenue • 13K+ Customers • 2K Weapon Systems • 8 Locations 	<ul style="list-style-type: none"> • \$4.9B Revenue • 13K+ Customers • 2K Weapon Systems • 19 Locations 	<ul style="list-style-type: none"> • \$9.5B Revenue • 4K+ Customers • 597 Fuel Locations 	<ul style="list-style-type: none"> • \$980M in Revenue • 46K+ Customers • \$137B in Inventory • 55 Locations 	<ul style="list-style-type: none"> • \$418M Revenue • 31K+ Customers • Reutilization: \$2.5B • 89 Locations
BUY			STORE /DISTRIBUTE		DISPOSE
← PLAN / SURGE →					



DLA Business Model



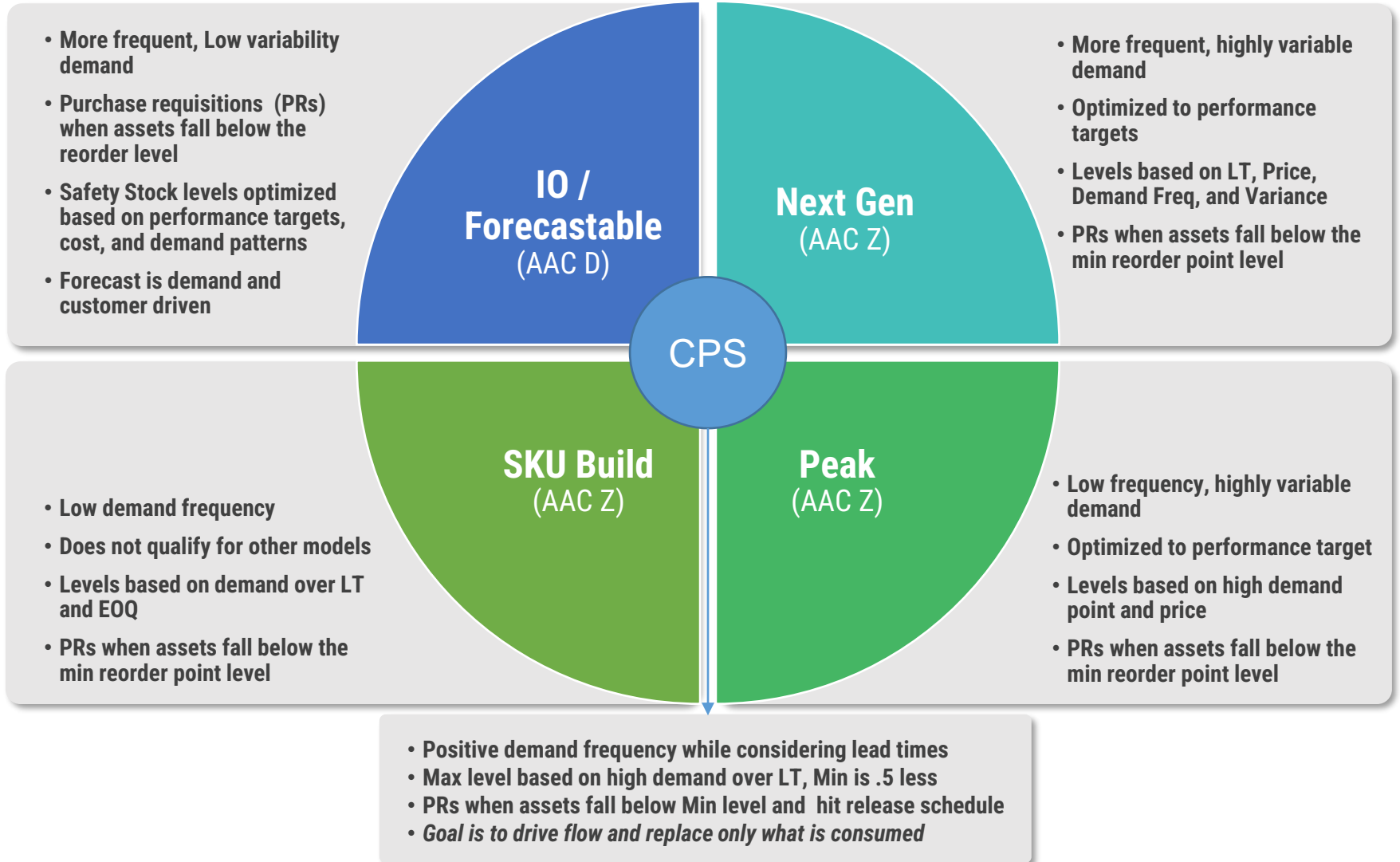


DLA Planning Criteria

- Using **Stockability** policy and criteria, DLA determines if they will stock an item or manage as customer direct
 - Stockability criteria considers historic and, in some cases, forecasted requirements as well as weapon system coding and essentiality
- Using **Forecastability** criteria, DLA determines if they will consider managing the stocked items as forecastable or non-forecastable
 - Forecastability evaluations consider the frequency and volatility of historic and, in some cases, forecasted demand
 - **Forecastable items** utilize JDA (DLA's Planning ERP Solution) forecasting models to develop the item's demand plan over lead time. DLA will also calculate and set safety stock levels using optimization algorithms that consider supply variability, demand variability, and funding allocations.
 - **Non-forecastable or Level Set items** utilize one of DLA's level setting strategies to set minimum and maximum levels
 - Consumption Pull System (CPS) , NextGen (NG), Peak (P), and SKU Build



DLA Planning Models or Methods of Management





Supplier Collaboration to Enhance DLA Planning

- Timely notification and visibility to DLA of Supply Chain complexities to ensure planning parameters are set to execute appropriately and mitigating actions are taken as needed
 - Accurate delivery timeframes at contract award
 - Notice of issues that may impact on-time contract delivery
 - Changing delivery timeframes
 - Pricing issues
 - Technical issues
 - Requests for cancellation
 - Awareness of lead time changes
- Time is crucial when supporting the warfighter...please coordinate as soon as possible when supply chain delays or disruptions occur or are likely to occur

