RIF Commercialization Brief

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Agenda

- Quick Facts about DLA
- DLA Mission and Strategy
- Mission Focused Requirements
- Beyond the Technology
- Path to Commercialization
- Benefits

QUICK FACTS ABOUT DLA

NINE SUPPLY CHAINS

DLA PERSONNEL

ABOUT 25,000

- SUBSISTENCE
- CLOTHING AND TEXTILES
- CONSTRUCTION AND EQUIPMENT
- MEDICAL
- INDUSTRIAL HARDWARE
- AVIATION SYSTEMS
- LAND SYSTEMS
- MARITIME SYSTEMS
- FUEL/ENERGY

SIX MAJOR SUBORDINATE COMMANDS

DLA TROOP SUPPORT

Provides food, textiles, construction material, industrial hardware and medical supplies and equipment, to include pharmaceuticals.

DLA DISPOSITION SERVICES

Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.

DLA DISTRIBUTION

Provides storage and distribution solutions/management, transportation planning/management and logistics planning and contingency operations; operates a global network of distribution centers.
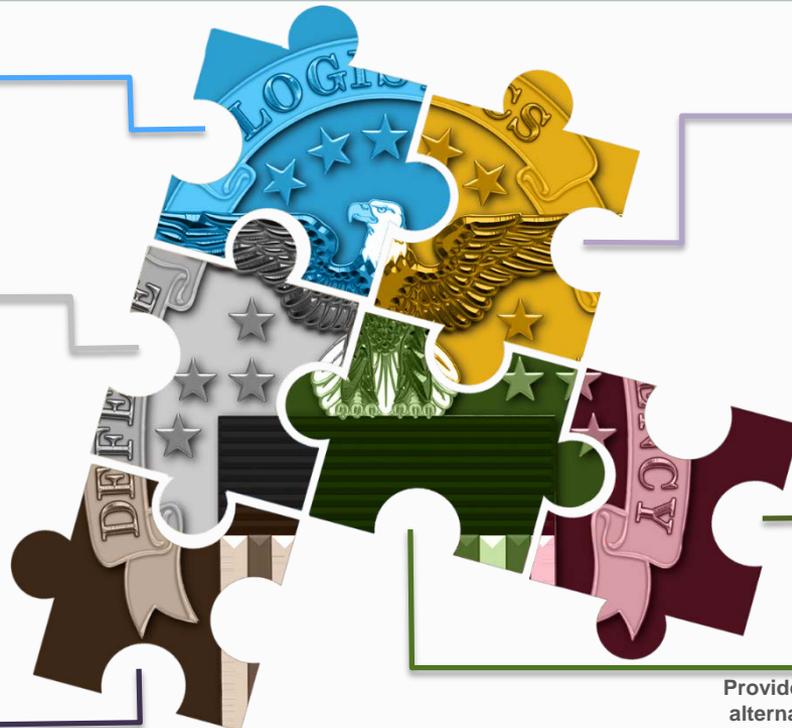
DLA AVIATION

Provides repair parts for aviation weapons systems, flight safety equipment, maps, environmental products and industrial plant equipment.

DLA LAND & MARITIME

Provides repair parts for ground-based and maritime weapons systems, small arms parts, fluid handling and electronic components.

DLA ENERGY

Provides petroleum and lubrication products, alternative fuel/renewable energy, aerospace energy, fuel quality/technical support, fuel card programs and installation energy services.

DLA Mission and Strategy

DLA's Mission

Sustain Warfighter readiness and lethality by delivering proactive global logistics in peace and war.

Warfighter First

Our number one priority is sustaining the full range of military operations in an increasingly complex global environment

- Strengthen support to the Nuclear Enterprise
- Link performance to readiness and lethality
- Reduce risk, improve efficiency, optimize retail and industrial base support

Strong Partnerships

Work with industry to ensure a capable defense industrial base, generate innovative and efficient solutions, and maintain a secure and resilient supply chain

PEOPLE AND CULTURE ARE AT THE HEART OF EVERYTHING WE DO

Mission Focused Requirements

We Buy Parts...Our Challenge

- Defense Logistics Agency currently manages Life Cycle Procurement and Inventory Control for over *5 million items*
- Many aging Weapons Systems are challenged with *inadequate sources* of supply
- Many NSN's may not have drawings or adequate technical data - *30-40%*

GOODS AND SERVICES

PROVIDING MORE THAN $34 BILLION GOODS AND SERVICES ANNUALLY

Goal: Increase Availability, Reduce Life Cycle Costs, & Improve Quality & Lead Time

Beyond the Technology

In addition to technical updates, we discuss progress being made on commercialization

- Who is your customer?
- What are your customer requirements?
- What is your commercialization strategy?
- Have you identified a commercialization partner?
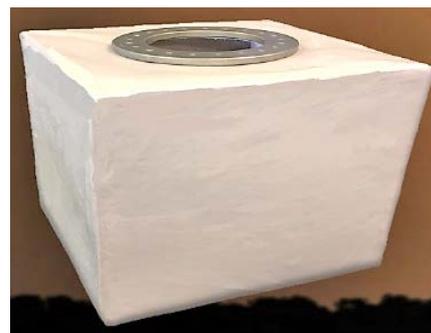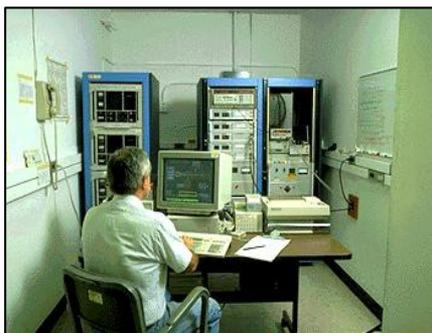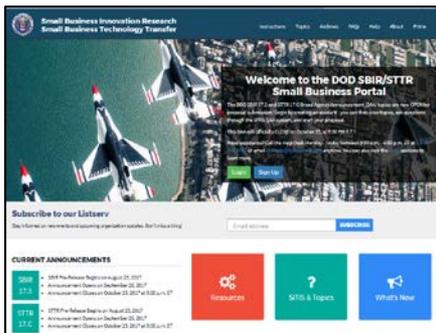- How do you plan to market the technology?

Path to Commercialization

Topics	Phase I	Phase II	RIF

BAA
OSD Managed
DLA Generated
Requirement

TDP/SAR Development
<6 Months
$100K

Industrial Capability Development
<1-2 Years
$1M

Commercialization
Transition for Production
<1-2 Years
$2-3M

Commercialization: Develop technical data/industrial capability to produce products for sale to military, defense OEMs…and especially DLA!

Benefits

Our Small Businesses benefit
- Provides a clear path to commercialization
- Assists with one time costs of technical data development
- Develops partnership between businesses and decision makers

Our Services benefit
- Reduces lifecycle cost and lead time
- Increases reliability and quality
- Improves weapon system readiness

Our National Security benefit
- Broadens industrial base capability
- Fills strategic supply chain gaps