

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

GREATER COLUMBUS CONVENTION CENTER

COLUMBUS, OH ▶ EVENT #6780

The Defense Logistics Agency (DLA) Land and Maritime is proud to announce the return of the DLA Land and Maritime Supplier Conference and Exposition to downtown Columbus, Ohio. The 2016 conference will be held at the Columbus Convention Center August 29 – September 1, 2016 and will have limited exhibition space available for vendors.

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.

This educational conference will provide an opportunity for us to build new and strengthen existing partnerships, at the strategic and tactical levels. We have a full 2 ½ days planned, with mornings full of dynamic speakers from Industry, to include both a small business and large business panel discussion with industry leaders, and with Defense with backgrounds in Logistics and Acquisition, as well as General Officer speakers from the Army and Navy providing the voice of our customers. Afternoons will be full of breakout topics.

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, please make plans to join us this summer at the Columbus Convention Center as we 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*

TUESDAY, AUGUST 30 (CONTINUED)

- 8:20 AM** **KEYNOTE ADDRESS**
 ▶ RADM Vincent Griffith, USN, *Director, DLA Logistics Operations (J3), Defense Logistics Agency*
- 8:55 AM** **KEYNOTE ADDRESS**
 ▶ Gen John Campbell, USA (Ret)
- 9:30 AM - 10:00 AM** Networking Coffee Break
- 10:00 AM** **WELCOME TO COLUMBUS**
 ▶ Mr. Andrew Ginther, *Mayor, City of Columbus*
- 10:05 AM** **SPEAKER**
 ▶ BG David Bassett, USA, *Program Executive Officer, Ground Combat Systems*
- 10:40 AM** **SPEAKER**
 ▶ Mr. Ryan McDermott, *Principal Director, Manufacturing and Industrial Base Policy, Acquisition, Technology & Logistics*
- 11:15 AM** **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

VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES

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

COST & PRICING

VENDOR PAYMENT PROCESS UPDATES AND CHALLENGES

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

- 2:15 PM - 2:45 PM** Networking Coffee Break

TUESDAY, AUGUST 30 (CONTINUED)

2:45 PM - 4:00 PM Breakout Sessions Continue

QUALIFIED PRODUCTS AND MANUFACTURERS LISTS
OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS DOING BUSINESS WITH DLA
DLA INTERNET BID BOARD SYSTEM
QUALITY AND DELIVERY ASSURANCE AND MONITORING
SOURCE APPROVAL REQUESTS / CASTING AND FORGING / REPLENISHMENT PARTS PURCHASE OR BORROW
COST & PRICING

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 Coffee Break

WEDNESDAY, AUGUST 31 (CONTINUED)

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 for Quality and Material, General Dynamics Electric Boat*

12:10 PM - 1:40 PM Networking Luncheon

1:40 PM - 2:55 PM Breakout Sessions Continue

VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES
CYBERSECURITY
COST & PRICING
VENDOR PAYMENT PROCESS UPDATES AND CHALLENGES
PERFORMANCE BASED LOGISTICS
FUTURE REQUIREMENTS
SOURCE APPROVAL REQUESTS / CASTING AND FORGING / REPLENISHMENT PARTS PURCHASE OR BORROW

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

WEDNESDAY, AUGUST 31 (CONTINUED)

3:25 PM - 4:40 PM Breakout Sessions Continue

QUALIFIED PRODUCTS AND MANUFACTURERS LISTS
OFFICE OF SMALL BUSINESS PROGRAMS PRESENTS COFFEE WITH CONTRACTING
CYBERSECURITY
DLA INTERNET BID BOARD SYSTEM
QUALITY AND DELIVERY ASSURANCE AND MONITORING
VENDOR SHIPMENT MODULE / FIRST DESTINATION TRANSPORTATION UPDATES
FUTURE REQUIREMENTS

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, Assistant Secretary of Defense for Acquisition*

8:45 AM **INDUSTRY KEYNOTE ADDRESS**

- ▶ Mr. Bryan Rudgers, *Director of Government Business Development, Jamaica Bearings*

9:30 AM - 10:00 AM **DLA ENTERPRISE APPROACH TO SMALL BUSINESS**

- ▶ Mr. Matthew Beebe, *Director of Acquisition, J7, Defense Logistics Agency*

THURSDAY, SEPTEMBER 1 (CONTINUED)

10:00 AM

SMALL BUSINESS PANEL

MODERATOR: Ms. Amy Sajda, *DLA HQ Small Business Director*

- ▶ Mr. Mitch Blackman, *National Sales Director, Kampi Components*
- ▶ Ms. Stacy Flick, *Manager OEM/USG Sales, Ibis Tek, LLC*
- ▶ Mr. Mark Tolson, *Director USG Business Development, Integrated Procurement Technologies*

11:15 AM

CLOSING REMARKS

- ▶ Mr. James McClaugherty, 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.

