



Session IX

DLA Troop Support Leadership Update

May 24th, 2017

Director of Subsistence
DLA Troop Support



Class I
Subsistence



Making Logistics Happen

A large, glowing DLA Troop Support logo is centered in the background of the slide. It features an eagle with wings spread, perched on a shield with red and white stripes and a blue top section with white stars. The shield is flanked by the words 'DEFENSE' and 'LOGISTICS' in a circular arrangement. The entire logo is set against a dark blue background with a subtle star pattern.

DLA TROOP SUPPORT:
Making Logistics Happen



Agenda

- Subsistence Mission
- Subsistence Business
- Prime Vendor Update
- SPV OCONUS Solicitations
- Subsistence Program Enhancements



DLA Troop Support Subsistence

Mission

To provide full service subsistence support for the readiness and mobilization needs of U.S. Military personnel and their families worldwide.

Executive Agent for Class I Materiel

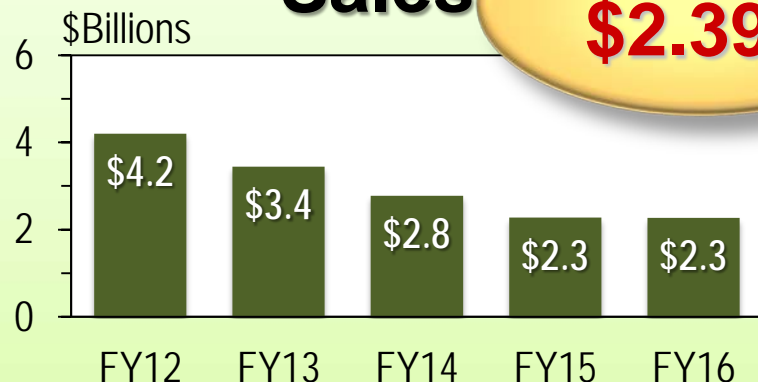


DLA Troop Support Subsistence

Customers & Items

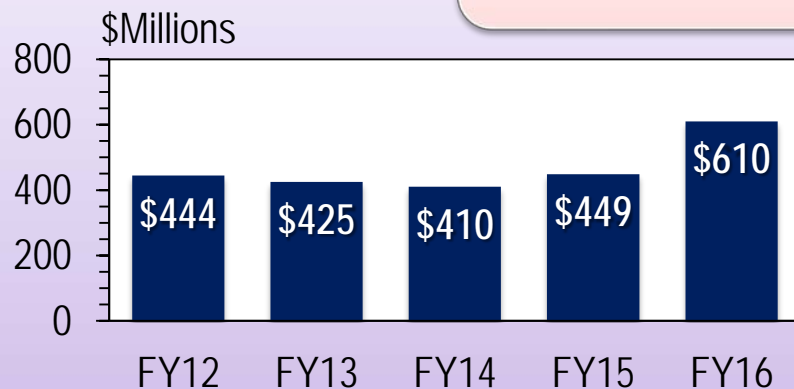
Customers: 27,000
Orders: 11.7M annually
Items: 50,000

Sales



FY17 Forecast
\$2.39B

The Big Picture



Inventory

Employees (FY16 Actual):

290 civilian
+ 12 military

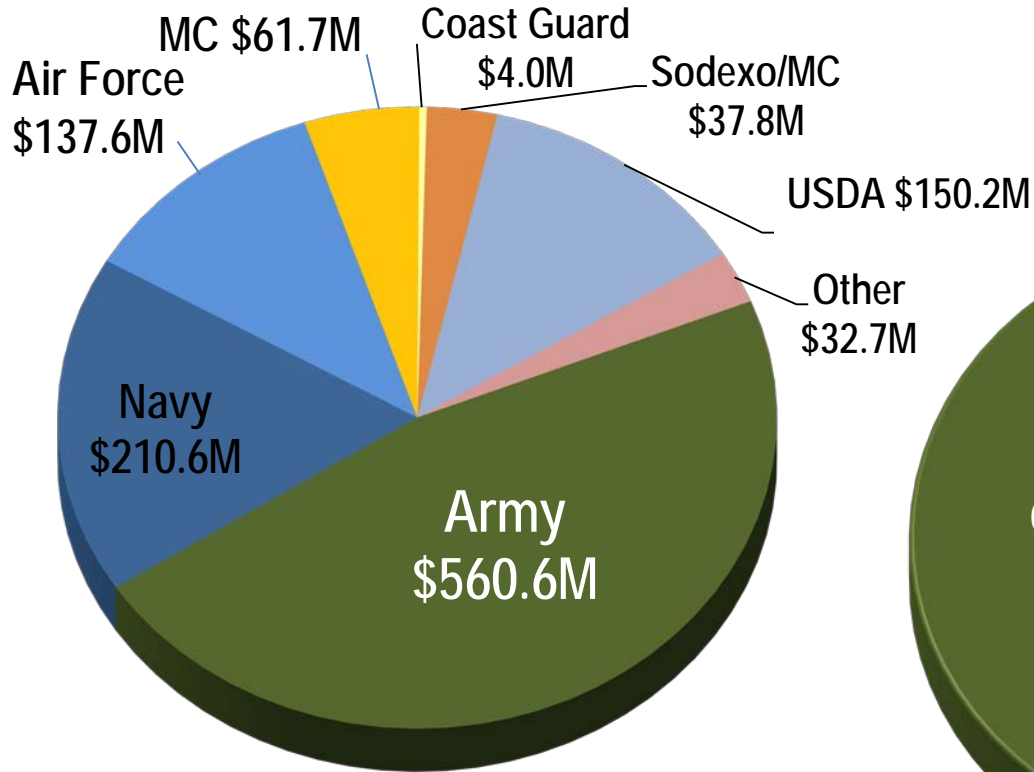
Suppliers:

CONUS	421
OCONUS	87
	<hr/>
	508

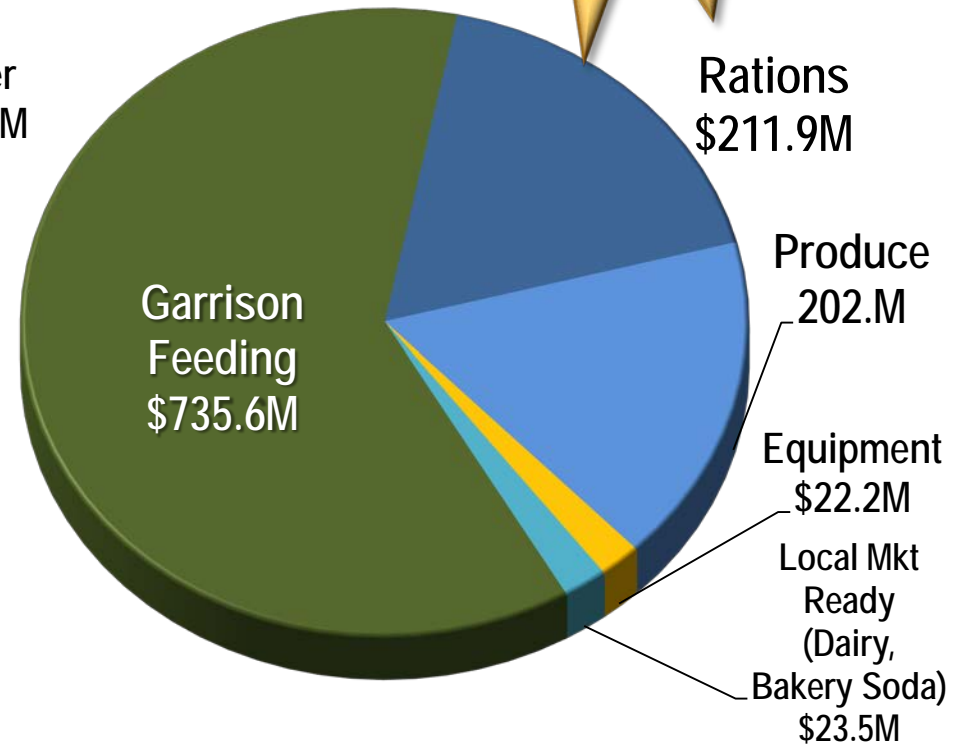
Personnel & Vendors



FY '17 Sales



**FY17 thru Mar
\$1.1B**





Subsistence Prime Vendor

CONUS	OCONUS
Food Distributor	3PL companies
Multiple customers in mature industry	Government sole customer
41 contracts... 3 rd generation in place	14 contracts
10 prime vendors • Hartford Provision Co, Labatt, Merchants, Nicholas & Co, Pocono Pro Foods, Reinhart, Renzi, Shamrock, Sysco, US Foods	10 prime vendors • Anham, Coastal Pacific, Ebrex, FSI, OFI, Pacific Unlimited Inc, Seven Seas, TWI, USFI, Y Hata
Supports Galleys and Dining Facilities (DFACs), ships and Coast Guard	Supports DFACs, Forward Operating Bases, Mobile Kitchen Trailers, GFM storage and distribution (e.g., MRE)
\$767 M FY16 sales	\$661 M FY16 sales



SPV OCONUS Solicitations

Geographic Area	Estimated contract start date
Korea	Fall '17
Europe	Winter '17/'18
Iraq/Kuwait/Jordan	Winter '17/'18
Japan/Singapore/Diego Garcia/Philippines/Okinawa	Spring '18
Southern Arabian Peninsula and Eastern Africa	Spring '18
Afghanistan	Summer '18



Subsistence Program Enhancements

Situation/Requirement	Current State	*New Enhancements
Customer Engagement for Requirement	Limited	Customer input in development of SOW and participation on Tech Panels
Fill Rates	Varies by contract (97% to 98%); case count fill rate	Fill rate requirement of 98% on all OCONUS contracts; case or line-item fill rate
Residual Inventory	New SPV <u>encouraged</u> to purchase residual inventory	New SPV <u>required</u> to purchase residual inventory (if it has been properly managed)
Not in Stock (NIS)	No trigger point was identified for when OCONUS SPV should plan a direct airlift for NIS items	SPV required to airlift product at contractor expense if NIS projected > 21 days
DOS Requirement	Varied by OCONUS region and not based on line-item	Prescriptive DOS requirements; 60, 75 or 90 DOS per line-item; DOS requirements driven by item shelf life; and customer requirements



Subsistence Program Enhancements

Situation/Requirement	Current State	*New Enhancements
Local Sourcing	Sourcing of local products OCONUS is encouraged	KO can direct SPV to source local items at no additional cost to the Government
OCONUS CONOPs	Testing was not required	SPV required to have CONOPs plan; CONOPs must be tested after contract implementation
Cybersecurity	No coverage	Pertinent Cybersecurity clauses, reporting requirements, COOP plan, and penetration testing
Joint Buyers Guide	Lack of standardization for requirements	DLA and Services partnered to develop a Joint Buyers Guide
Healthy Initiative	Improvements necessary to achieve Total Force Fitness	DLA is supporting Armed Forces Recipe Division Service with developing healthier menu options



US Navy Underway Replenishment





Subsistence Readiness...



**We Feed Our
Nation's
Heroes!**

**Ready, willing & able to meet
warfighter needs around the globe**

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

