

Organic Supply Chain versus Commercially Owned and Operated Supply Chain

- Another way to look at this is:
 - Battlefield Readiness versus Boardroom Financials
 - The Vision
 - The Price
 - The Responsibility
 - The Promise

What is the Vision?

Organic Supply Chain

- War Fighter: Readiness, Right Item
- Capital: Inventory Days of Supply; For Readiness not Profit
- Cost: Program Budget, Right Price
- Flexibility: Anywhere & Anytime, Right Place, Right Time

Commercial Supply Chain

- Customer: Perfect Order
- Capital: Inventory Days of supply, Days Sales Outstanding, and Cash to Cash
- Cost: Balance Sheets; Cost of Goods; and Cost of Supply Chain
- Growth: Revenue Growth, Return on Supply Chain Assets, Price Earnings Ratio

What is in the Price?

Organic Supply Chain

- Anti-Counterfeit
- International Readiness Strategic Planning
- Financial Information Audit Readiness
- Major Automated Information Systems
- Disposition
- Contingency Operations
- Automatic Identification Technology
- Logistics Human Capital
- Demand Forecasting
- Inventory Management
- Joint Supply Chain Integration
- Performance Measures
- Sustainability (Readiness)
- Multi-National Cooperation

Commercial Supply Chain

- Corporate Level (C-Level) Strategic Planning
- Sarbanes-Oxley, Patriot Act, Security and Exchange Commission (SEC) reports, and other C-Level financials
- Major Automated Information Systems
- Logistics Human Capital
- Demand Forecasting
- Inventory Management
- Performance Measures
- Sustainability (corporate profit)

What is the responsibility?

Organic Supply Chain

- The orchestration, synchronization, and integration of global supply chain integration and its operational execution for logistics and material readiness.

Commercial Supply Chain

- Building a customer relationship of trust to improve C-Level picture of the company thus ensuring shareholder value and investment.

What is the promise?

Organic Supply Chain

- The right item, right price, in the right place at the right time for readiness not profit.

Commercial Supply Chain

- Trust us, we never forget who we're working for.