
Performance Based Logistics: Program Development, Training, Workshops, and Implementation

Supply Chain Visions is a specialized consulting firm dedicated to assisting companies with supply chain strategy development, implementation and education. Our expert advice and collaborative approach help clients develop solutions that are strategic as well as practical, cost effective and focused on driving measurable business results.

Not only are we subject matter experts in logistics and supply chain management, but we recognized leaders in Performance Based Logistics (PBL).

Through our research partnership with the University of Tennessee to identify current and emerging best practices in Performance Based Logistics and deliver these practical insights to our government and industry clients.

According to the Defense Acquisition Guidebook, "PBL is the purchase of support as an integrated, affordable, performance package designed to optimize system readiness and meet performance goals for a weapon system through long-term support arrangements with clear lines of authority and responsibility."

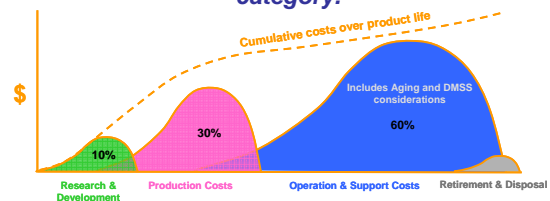
A PBL approach for product support is mandated in DoDD 5000.1, The Defense Acquisition System. "PMs shall develop and implement performance-based logistics strategies that optimize total system availability while minimizing cost and logistics footprint . . . Sustainment strategies shall include the best use of public and private sector capabilities through government/industry partnering initiatives, in accordance with statutory requirements." PBL is no longer a choice of whether to implement, but a decision on how to implement. Supply Chain Visions can help.

Our Tailored Approach to Program Development, Training, Workshops, and Implementation

No two programs are the same, so no two support plans are the same. Supply Chain Visions will work with programs to identify specific requirements and develop a tailored offering to specifically address program needs. The content can be tailored for a contractor audience, or for an audience of both contractor and government contributors. It can be specific to a Program, or span a portfolio of programs. Through dialogue, Supply Chain Visions develops the appropriate support plan to meet the requirement.

PBL Opportunity

The DoD estimates that over 60% of its support costs fall into the "operation and support costs" category.



Standard approaches include:

- ❖ Half Day "Overview to Performance Based Logistics"
- ❖ Full day executive overview PBL Primer Course in PBL and Introduction to PBL Strategy
- ❖ 3 or 4 day deep dive PBL course and related focused PBL workshops in PBL implementation and PBL business strategy development
- ❖ Tailored workshops two day workshops specifically configured to address near term implementation issues, with deliverables.

Drawing on our library of research, best practices, and case studies, Supply Chain Visions can deliver appropriate resources to meet the challenges your program is facing.

Supply Chain Visions draws material from DoD's 12 Step Implementation Methodology, but expands this baseline to reflect perspectives and issues of concern to the contractor community. We also rely on the "15 Tenets of PBL Success" developed by research performed in partnership with the University of Tennessee. Training, workshops, and implementation support is interactive, drawing on the collective power of the host organization as well as Supply Chain Visions expertise.

The DoD 12 Step Implementation Framework for PBL



Some PBL Tenets

Deliverable	Top-Level Performance Outcomes
Contract Terms	Long-Term (5+ years) Relationship
Funding	Cash Flow expectations sufficient to prompt investment
Risk	Higher Contractor Risk offset by High Flexibility and Reward Opportunities
Metrics	Very few – recommend 5 or less – focused on top level outcomes
Strategy Focus	Aligned with the supported system vice lower level processes and transactions

Depending on the circumstances, training and workshop offerings may be offered in conjunction with the University of Tennessee. Advisory, coaching, and implementation support is offered directly through Supply Chain Visions.

Please feel free to contact Supply Chain Visions to discuss your requirements or email us at info@scvisions.com.