



THE DLA - HONEYWELL STRATEGIC SUPPLIER ALLIANCE – The Defense Logistics Agency (DLA) and Honeywell Strategic Supplier Alliance (SSA), signed in 1999, provides global logistics support for military missions under conditions of peace and war. Innovative alliances such as this are integral to U.S. Department of Defense initiatives to transform the military for 21st century readiness.

The Partnership

The DLA-Honeywell Strategic Supplier Alliance is an innovative government and industry collaboration that utilizes performance-based contracts to support military logistics requirements. Performance-based logistics is an overarching Department of Defense strategy to improve weapon systems readiness through commercially-sourced capabilities for field and depot equipment replenishment.

The DLA-Honeywell Strategic Supplier Alliance is built on trust and mutual accountability for achieving operational improvements. The effort combines industry and government capabilities, producing supply chain efficiencies and improving equipment provision outcomes. As the DoD's largest combat support agency, the DLA's span of responsibility is extensive. Honeywell's global presence and diverse technologies and services meet rigorous DLA supply chain requirements.

PARTNERS IN READINESS: THE DLA / HONEYWELL STRATEGIC SUPPLIER ALLIANCE

The Benefits

For the DLA and ultimately, the war-fighter in need of functioning assets, the alliance provides important benefits. The primary objectives are to reduce costs and have materiel available more quickly. Honeywell's well-defined methodologies enable operational processes that reduce administrative lead times. Honeywell's master database and demand-forecasting tools combine with DLA equipment status information updates and improve asset turn-around times.

Expanding the Mission

DLA activities are not limited to the military. The agency also plays a key role in global relief efforts. In humanitarian and military endeavors, time-to-delivery is critical. Honeywell supports critical defense logistics programs with equipment reliability, availability, improved repair cycle performance, and cost efficiencies. As the DLA's mission has expanded, so has Honeywell content covered under these SSA contracts. Honeywell responds to DLA requirements with integrated flexible approaches. It offers multiple pricing approaches, including its "One Pass Pricing" methodology. Honeywell's "One Pass Pricing" and master data base

knowledge enable the customer to add thousands of additional aerospace-wide items to SSA contracts – affording purchase flexibility with minimal administration. The customer can also move items between contracts if the demand profile changes.

Honeywell works with key government auditors and contracting representatives from Defense Logistics Centers and establishes performance metrics, demand-level estimates, quality expectations and pricing. This type of approach directs service and product acquisition away from discrete, one-off transactions and moves focus toward performance improvements.

The Results

Improvements in performance and operating costs are the major results of the DLA-Honeywell Strategic Supplier Alliance. Honeywell has transformed its internal processes to integrate DLA requirements. Orders are placed through electronic data interchange (EDI). Honeywell productivity tools provide the DLA an "around the clock", "around the world" service management tool. Honeywell provides flexible, world-class infrastructure to support the Defense Logistic Agency's global transformation.

Award-Winning Performance

Improvements in military readiness are being achieved through the DLA-Honeywell Strategic Supplier

Alliance. Since the signing of the original contract, Honeywell items on DLA contract have grown from less than 100 items and five manufacturing sites to 10,000 items and ten sites. Air Force-managed items are now being added – extending Honeywell's ability to support DLA mission capability even further.

Honeywell performance is award winning. In 2001, Honeywell was honored with the Department of Defense Acquisition Excellence Certificate and the Department of Navy Defense Acquisition Executive Award. In 2002, Honeywell won the David Packard Excellence in Acquisition Award and the Department of Navy's Admiral Stan Arthur Award for Logistics Excellence. In years 2003 and 2004, the Defense Logistics Agency distinguished Honeywell with its Platinum Performer Award. In 2005, Honeywell won the Secretary of Defense PBL Award and the Air Force Materiel Command Contract Team award. In 2007, HTSI was awarded Innovative Business Performer of the Year by the DLA for its work on the SSA.

Defense Logistics services include:

- Demand planning services
- Repair and maintenance services
- Inventory management
- Technical and engineering support
- Pre-positioning logistics
- Supply Chain Management Services

Find out more

Visit www.honeywell.com/logistics

Honeywell Aerospace

Defense Logistics
1300 W. Warner Road
Tempe, AZ. 85284
Telephone: 1.800.601.3099
www.honeywell.com

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