“In war, the difference between being Ready & Reacting will be measured by the number of lives lost.”
~ General Gus Perna 19th U.S. AMC Commander

DELIVERING READINESS IN SUPPORT OF MULTI-DOMAIN OPERATIONS!
OIB METRICS FRAMEWORK

STRATEGIC
HQ

OPERATIONAL
SITE

TACTICAL
SHOP FLOOR

PERFORMANCE TO PROMISE (P2P)
READINESS (PLANNED)
READINESS (ACHIEVED)
CARRYOVER
SURGE

COST
EFFICIENCY
CHURN
REVENUE

REPAIR CYCLE TIME
DEMAND PLAN ERROR
RBOM ACCURACY
CARRYOVER PLANNED VS. ACTUAL
INSTALLATION OVERHEAD

PRODUCTIVE YIELD
REWORK HOURS
SUPPLY AVAILABILITY
PRODUCTION INVENTORY TURNS
CUSTOMER REQUIREMENTS CHANGES / CHURN

ROUTE ACCURACY
FUNDING RECEIPT
SUPPLIER PERFORMANCE
UNFUNDED (PLANNED) PROGRAMS
COST OF CANCELLED WORKLOAD

ASSET INDUCTION AVAILABILITY
DAYS LATE
PLANNING PERFORMANCE
WORKCENTER CONSTRAINTS (TYPE / FREQUENCY)

PRODUCTIVE YIELD
REWORK HOURS
SUPPLY AVAILABILITY
PRODUCTION INVENTORY TURNS
CUSTOMER REQUIREMENTS CHANGES / CHURN

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WORKCENTER CONSTRAINTS (TYPE / FREQUENCY)

OPERATIONAL INSIGHT AT ALL LEVELS OF WORKLOAD EXECUTION!
## Supply Chain Metrics Framework

### Strategic

<table>
<thead>
<tr>
<th>FMC</th>
<th>NMCM</th>
<th>NMCS</th>
<th>NMCS BO</th>
<th>Supply Availability</th>
<th>SSA Fill Rate**</th>
<th>Projected Inventory Efficiency</th>
</tr>
</thead>
</table>

### Operational

<table>
<thead>
<tr>
<th>Requisition Wait Time</th>
<th>BO As % of Demand</th>
<th>MRP Sales Coverage*</th>
<th>Inventory Efficiency (Turns)</th>
<th>CA Efficiency</th>
<th>Contracting Efficiency*</th>
</tr>
</thead>
</table>

### Tactical

<table>
<thead>
<tr>
<th>Readiness</th>
<th>Demand Planning</th>
<th>Supply Planning &amp; Execution</th>
<th>Contracting &amp; Acquisition</th>
<th>Inventory</th>
<th>Financial</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Wait Time</td>
<td>Forecast Error</td>
<td>MRP Adherence*</td>
<td>ALT/PLT Variance</td>
<td>Inventory Value (Segmented)</td>
<td>Sales Plan Change</td>
</tr>
<tr>
<td>BO Linked to WO Rate</td>
<td>Forecast Value Add</td>
<td>MRP Execution*</td>
<td>Forecasted Contract Capacity*</td>
<td>Excess Inventory Percentage</td>
<td>Sales Plan to Actual</td>
</tr>
<tr>
<td>WS NMCS Contribution</td>
<td></td>
<td></td>
<td>Supplier Performance (On Time Delivery)</td>
<td></td>
<td>Expense to Revenue %</td>
</tr>
<tr>
<td>SSA Accommodation Rate**</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Direct to Indirect %</td>
</tr>
</tbody>
</table>

### Operational Insight at All Levels of Supply Chain Execution!
METRICS USE IN ORGANIC INDUSTRIAL BASE PLANNING

THE SALES & OPERATIONAL PLANNING (S&OP) PROCESS TIES IT ALL TOGETHER!

FY19 BES – 1.6M DLHs Planned
FY19 LMP Workload as of 15 Jun – 996K DLHs Planned

- Trailer/Engr
- Light Tactical
- Heavy Tactical
- MRAP
- Secondary
- Fab/Surface Support
- Combat
- Depot Capacity 4.01M DLH
- Current Capacity

- Manpower Capacity Assessment
  - Total Plan direct labor hours to date: 1,606.6K
  - Total Actual direct labor hours executed to date: 1,800.7K