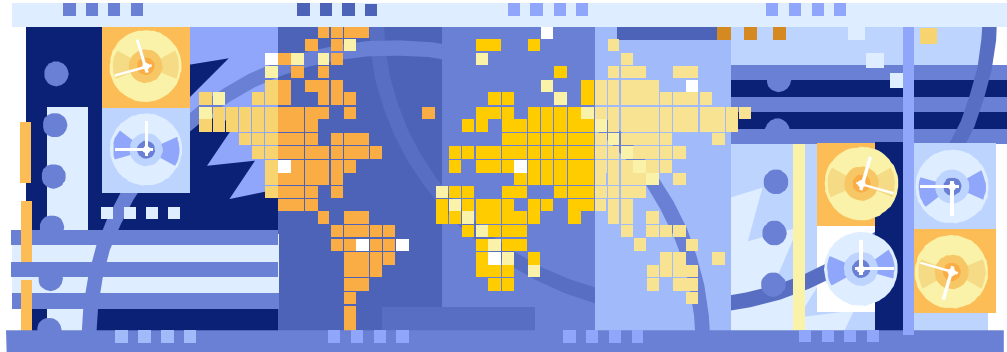


CLS

Strategic & Analytic Assessment Process (SAAP)



Coker Logistics Solutions, Inc.

11921 Freedom Drive, Suite 550, Two Fountain Square, Reston, VA 20190



Current Operations

CLS Clients:

- Defense Logistics Agency (J3/4)
- Joint Forces Command (J3/4)
- Joint Staff (J4)
- Navy (N4)
- Army (Deputy Chief of Staff, Logistics) (G4)
- Marine Corps (I&L)
- Defence Ministries of:
 - United Kingdom
 - Australia
 - Canada

CLS Partners:

Active

Booz Allen Hamilton
Systems Planning & Analysis
SRA International
Northrup Grumman
STDC

Inactive

CACI
Anteon
Logistics Management Institute

CLS Staff:

- Karen Coker, Chairman
- Wayland Coker, President
- 21 Consultants
 - Full time: 11 in US; 3 in UK
 - Part time: 7 in US

Strategic Planning:

- **Focused Logistics Wargame (FLOW)**
 - Joint & combined
 - Supports Campaign Plan
 - Defines requirements for PPBS
- **Naval Logistics Wargame (NAVLOG)**
 - Navy/USMC effort
- **Central Intelligence Agency Wargames**
- **Service Title 10 Wargames**

DoD Support:

- **Financial Management Analysis**
- **Event Planning**
- **IT Support**
- **Survey Planning**
- **Group Facilitation**

Military Logistics:

- **Logistics Operations**
- **Supply Chain Management & Readiness Assessments**
- **Deliberate, Contingency & Adaptive Planning**
- **Exercise Support**
- **Process Reengineering**
- **Identifying Warfighting Requirements**



Business Development

- Director for Logistics, Joint Staff (J4) Quadrennial Defense Review Support
- Army Reserve Readiness Command Support
- U. S. Army Staff (G4) Support
- German Joint Support Command Logistics Wargaming

“Provide a proven process to support large scale top-level assessments of necessary capabilities, organizations, technologies and procedures to meet the client’s requirements.”



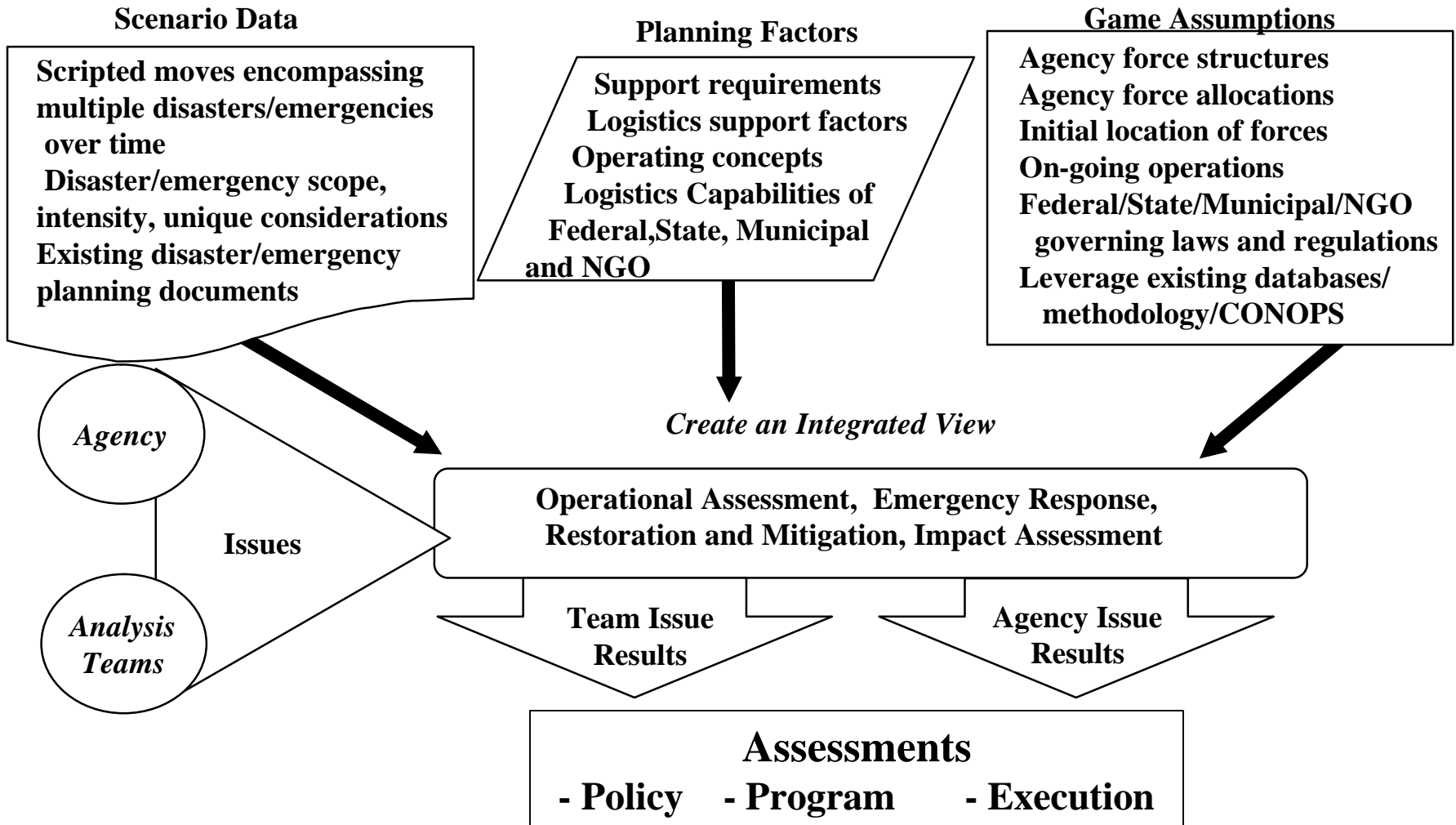
Client Problem Elements

- Strategic transformation/reforms required
- Challenging task...large in scope
- Large bureaucratic organizations
- Differing/divergent internal political views
- New ground...unchartered
- Politically sensitive subjects
 - High visibility
 - Media scrutiny
- Fragmented/scattered data and expertise



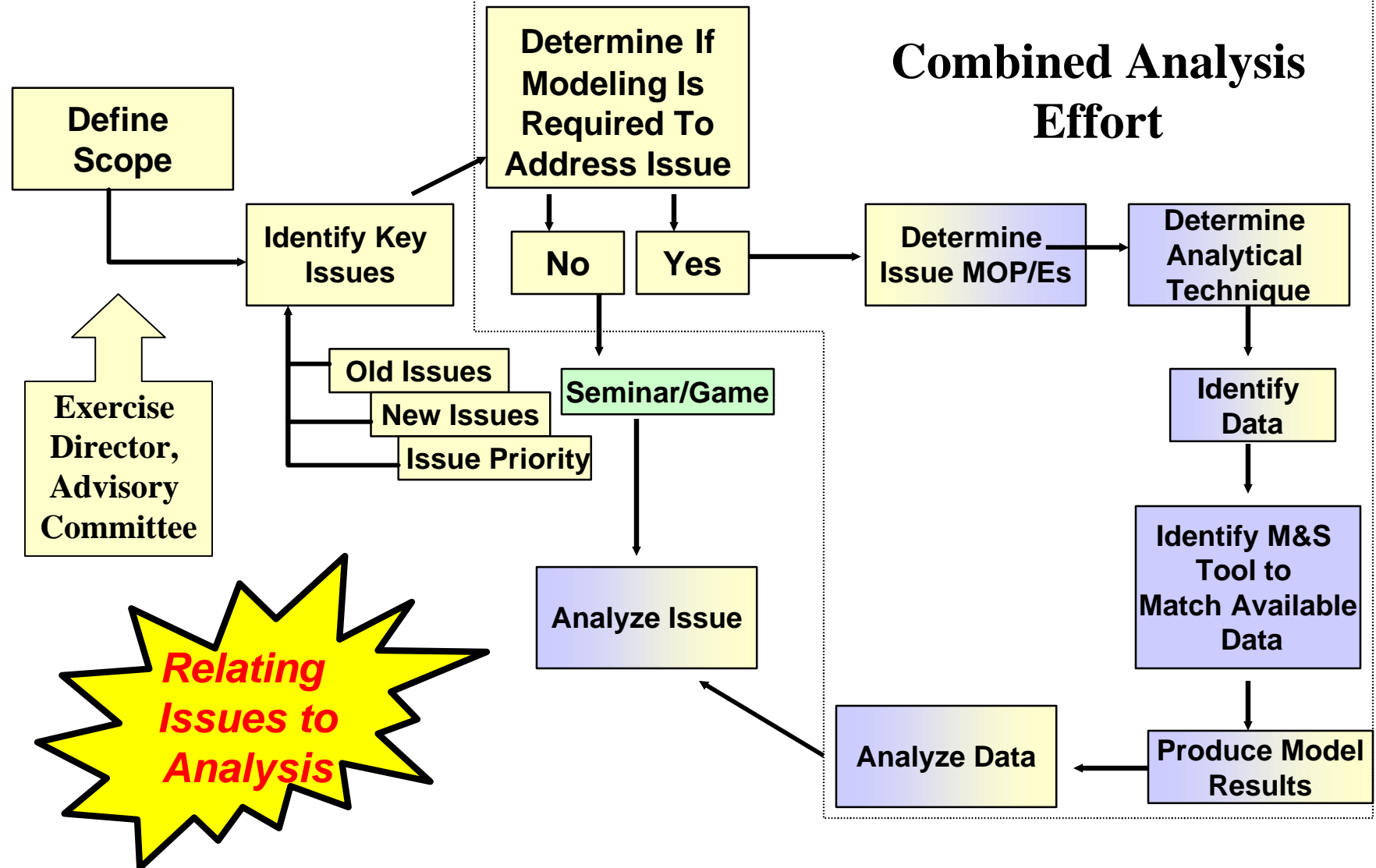
Strategic & Analytic Assessment Process (SAAP)

- Tailor-able...large or small organizations
- Strategic level
 - Scalable to lower levels of analysis
- Manages differing internal political views and political sensitivities
- Consensus-driven; brings unity to a integrated solution set
- Proven process



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Evaluation Process



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Current SAAP Users

United States:



Focused Logistics Warfighting (FLOW)
Joint Staff J4

United Kingdom:



Logistics Wargame (LOGWAR)
MOD Defence Logistics Organisation



Focused Logistics Warfighting (FLOW)

- Proven process
- Only Joint/Multinational logistics capability assessment
- Program, Budget Driven
 - Linked to all major budgetary exercises
- Top Down Support
- Results briefed to Congress
- DoD commitment through 2005
- FLOW to evolve this year
 - FLOW process embraced by J4 as methodology for all capabilities based assessments



UK Ministry of Defence, Logistics Wargame (LOGWAR)

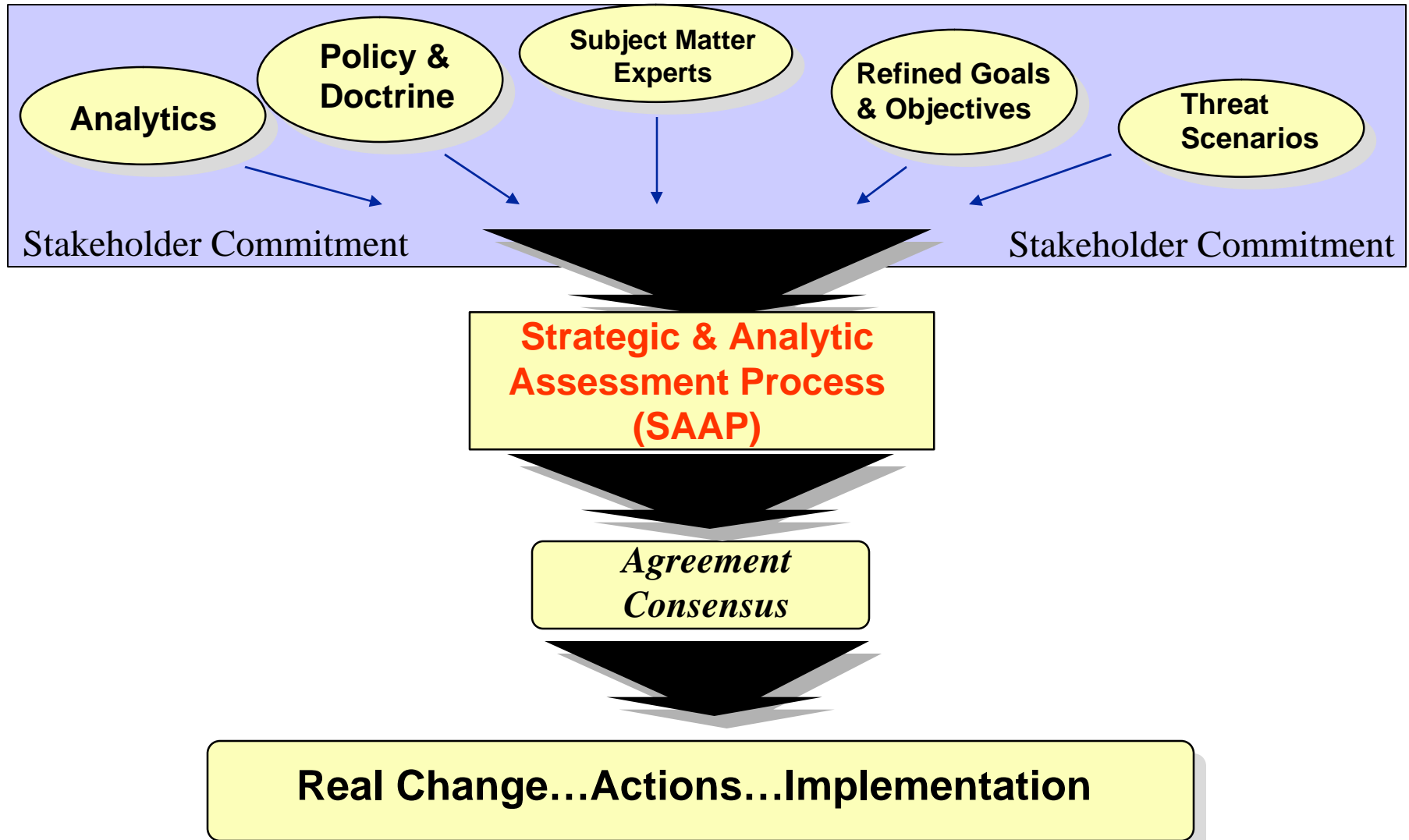
Objectives for the overall LOGWAR programme:

1. To validate and exercise current and emerging Defence logistic doctrine, concepts, processes and plans.
2. To validate military and industry logistic capabilities and linkages, and specifically readiness to deploy.
3. To validate logistic capabilities against Defence endorsed scenarios.
4. To validate the ability of the UK logistics community to support cumulative and concurrent military activity.
5. To validate the UK's ability to operate logistically in a Multi National (MN) environment, with a specific emphasis on operating with U.S. forces.
6. To train and exercise elements of the UK logistic community, and to educate elements of the J3/5/7 community, in order to increase understanding and improve execution of logistics planning and processes.
7. To deliver logistic improvement through the validation and adjustment of logistic doctrine, concepts, processes and plans, and through influence on Balance of Investment decisions.



Client Needs:

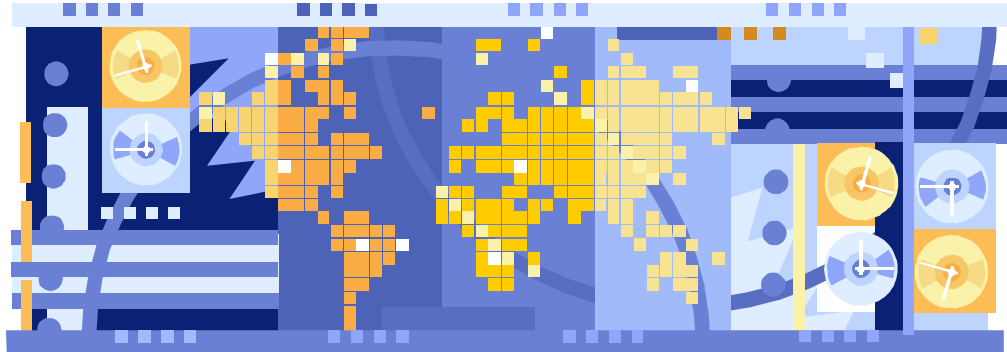
- An integrated solution set
 - Unity
 - Consensus
- To develop strategy, policy, doctrine and procedures using proven:
 - Strategic tools
 - Methodologies
 - Processes
 - Expertise



- Pros
 - Process can be used as the analytical foundation to:
 - Evaluate Government and Industry Logistic Linkages
 - Validate Processes, Plans, Programs
 - Educate/Exercise Staff
 - Validate/Develop Logistics Strategy
 - Excellent high-level forum to
 - Address/resolve issues
 - Focus staff efforts on prioritized deficiencies
 - Benefits of staff “cross-pollination”
 - Flexible process; tailor-able; scalable
- Cons
 - Commitment of staffs and senior officer engagement
 - Schedule conflicts and manpower workloads

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