

INNOVATION DRIVES FORWARD



Working with DoD Prime Contractors

Partnering to deliver winning programs to DoD

John Bryant
President, Oshkosh Defense
October 24, 2016



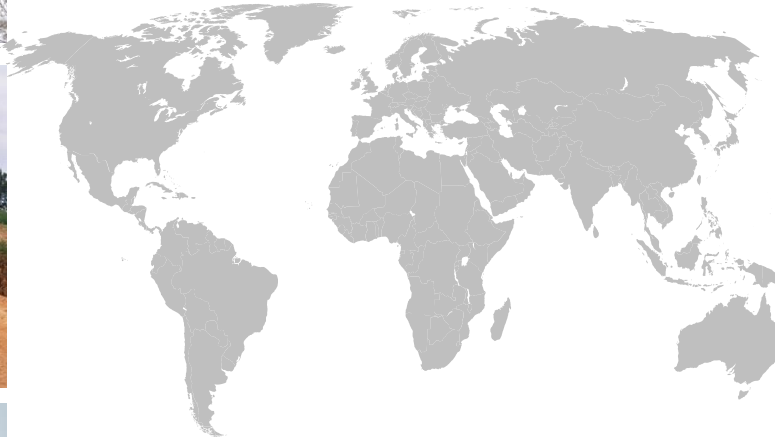
Oshkosh Corporation was born...



Oshkosh Motor Truck Manufacturing Company



Oshkosh Defense: *Serving Troops Around the World*



SINCE 1917, OSHKOSH HAS PRODUCED AND SUSTAINED MORE THAN 150,000 VEHICLES FOR DEFENSE AND SECURITY MISSIONS IN 23 COUNTRIES



Fostering a Culture of Quality and Compliance

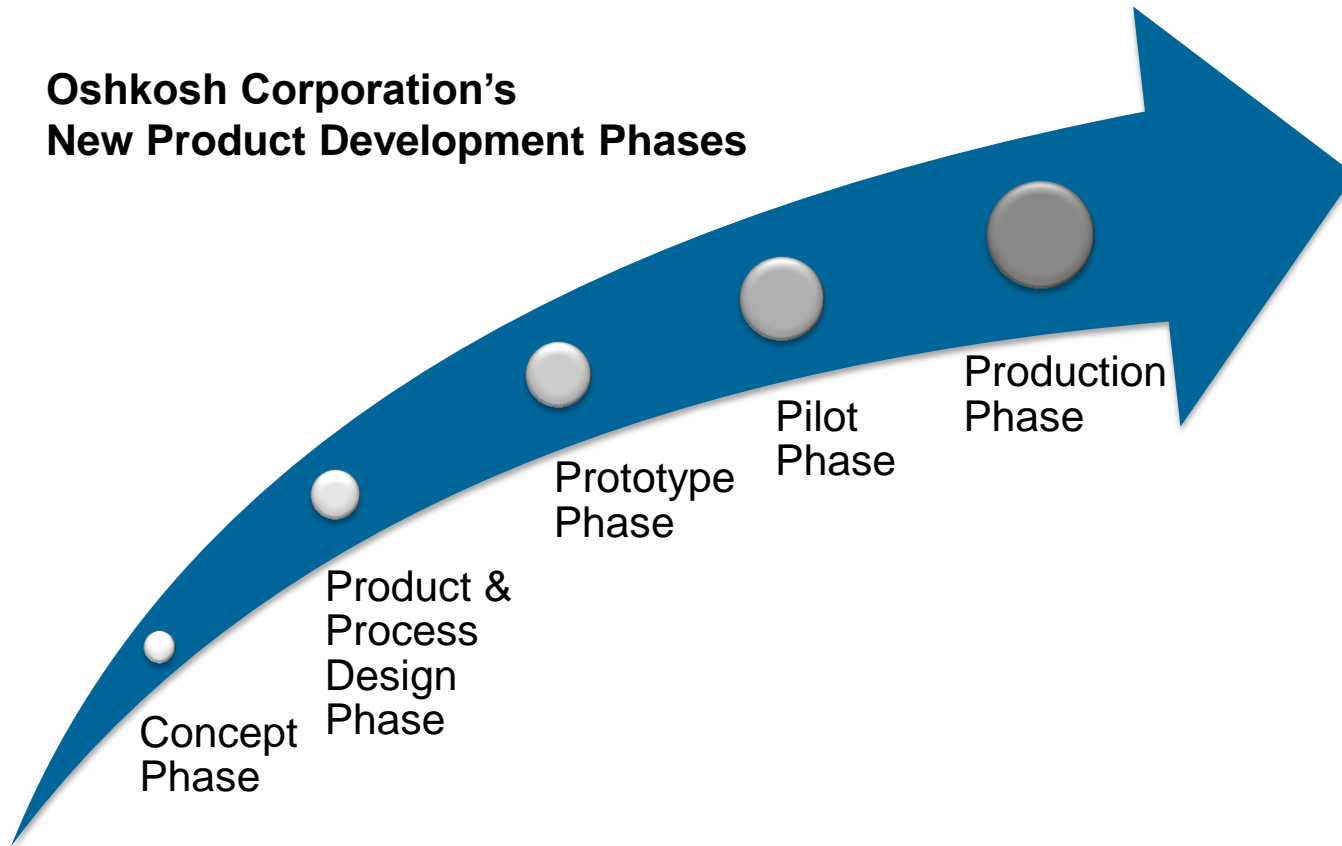


**OSHKOSH WAS THE ONLY MAJOR DEFENSE CONTRACTOR
TO BE RECOGNIZED BY EHTISPHERE**



Developing New Technologies & Products That Make a Difference

Oshkosh Corporation's New Product Development Phases



ACROSS OUR CORPORATION, WE PARTNER WITH OUR TEAM MEMBERS AND SUPPLIERS AT EVERY PHASE OF PRODUCT DEVELOPMENT



Partnering with Our Suppliers to Serve the Mission

- Delivering Best Value to the Department of Defense
 - Optimizing our supply chain to deliver highest quality at the lowest price
 - Reduce costs by eliminating waste
- Meeting All Requirements
 - Production Part Approval Process (PPAP)
 - Change Control
 - TS16949
- Managing Supplier Quality Metrics
 - Supplier Scorecards
 - Supplier Performance Improvement Plans (PIPs)
- Maintaining Full Compliance
 - Counterfeit Parts Mitigation
 - Protection of Controlled Unclassified Information (CUI) is a contractual obligation
 - The International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR requirements)



DISCIPLINED PROCESSES AND QUALITY MANAGEMENT HELP US CONSISTENTLY DELIVER SUCCESSFUL, COMPLIANT PROGRAMS TO THE DoD



Case in Point: Joint Light Tactical Vehicle (JLTV) Program

- \$6.7 Billion contract awarded to Oshkosh Defense in August 2015
- Supports more than 1,000 jobs in the State of Wisconsin
- 120 Wisconsin suppliers
- 67% of Wisconsin suppliers are small businesses
- Leverages suppliers from 31 states nationwide
- Represents a long-term growth opportunity for future DoD contracts and technologies



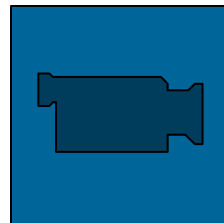
**NO OTHER TACTICAL WHEELED VEHICLE PRIME
HAS EXECUTED MORE SUCCESSFUL PROGRAMS**



Join a Winning Team

Three Recommendations for Working with DoD Prime Contractors

- ✓ Evaluate the prime contractor's past performance and compliance record... *team up with reputable companies*
- ✓ Get involved early in the product development process... *bring your best ideas forward to help your team compete and win*
- ✓ Understand the processes, rules and regulations that are required... *your prime contractor can provide tools and support to help you succeed*



INNOVATION DRIVES FORWARD



Thank you

Contact:
John Bryant
President, Oshkosh Defense

