



“Improving Competitiveness in a Global Economy”

Presentation to Longwood University

A Framework for Collaborative Logistics Research

May 2011

Virginia Logistics Research Center



Agenda

- Overview of how we got here
- What is sustainment
- Why the VLRC
- What is the value proposition
- Where are we now
- Discussion



Genesis of the VLRC

- **2005 BRAC impact –Fort Lee –November 2005**
- **HR 487- July, 2007 recognized modeling and simulation as a national critical technology**
- **VLRC Feasibility Study - May 2009**
- **Strategic Plan for VLRC – July 2010**
- **Strategic Plan briefing to CPDC Executive Committee – August 2010**
- **Key Stakeholders meeting at Fort Lee – January 18, 2011**
- **VLRC Core Team planning retreat held at VSU – April 14-15, 2011**

VLRC



Strategic Mid-Atlantic Location



Virginia Logistics Research Center



What is Sustainment and Why VLRC?

- Sustainment is acquisition, training, maintenance, planning and securing the logistics tail
- VLRC will provide R&D resources that help reduce the cost of sustainment operations including crisis response
- VLRC will provide university resources to grow sustainment services industries in health care, food supply/security, third-party logistics services, training (mod & sim), and maintenance services
- VLRC will be a defense community and industry directed collaborative research environment designed to accelerate technology from assessment to product or service implementation
- Shared objective of partners is to accelerate problem solving and innovation in the sustainment process



Team Partners

- **Academic Partners**
 - Longwood University
 - University of Virginia
 - Virginia State University
- **Defense Community**
 - Sustainment Center of Excellence (Fort Lee)
 - Defense Supply Center Richmond (DLA)
- **Public Sector**
 - Virginia Economic Development Partnership (VEDP)
 - Crater Planning District Commission (CPDC)
- **Industry**
 - Logistics Management Resources (LMR)
 - Boehringer Ingelheim Chemicals, Inc
 - LMI (New, April 2011)



Mission

- **Provide transformational improvements in logistics**
 - Reduce costs
 - Improve quality
 - Reduce time to market
- **Bridge the gap between fundamental research and commercialization**
 - Accelerate technology into markets
 - Demonstrate technology on real problems
- **Foster collaboration among diverse industry sectors**
 - Direct Research for exclusive proprietary benefit of individual members
 - Generic Research for the benefit of all member companies
- **Lower the cost of R&D for member companies**
 - Shared facilities and personnel
 - Shared pre-competitive research
- **Train the next generation of technology leaders**
 - Provide market-ready experiences to students
 - Connect industry with students



Vision

- **A global Center of Excellence in logistics**
 - Create new technologies
 - Enable new products
 - Fostering collaboration across industry sectors
- **A foundational component of a larger vision for a Logistics Innovation Zone in Virginia**
 - Expand research capabilities
 - Workforce training
 - Economic development engine
- **VLRC interim goals**
 - Create unique identity, brand and visibility
 - Strive for 100% member fees going to research
 - Identify and secure funds for facility within the first year
 - Self-sustaining within 5 years



Value Proposition

- **Shared resources**
 - Facilities
 - Research staff
 - Research capabilities
- **Unique intellectual property policy**
 - Member owned Direct Research
 - All members share intellectual property that is jointly funded as Generic Research
- **Focus on translational research**
 - Understanding of fundamentals
 - Solution of industry problems
 - Bridging the gaps between research and commercialization
- **Industry / University collaboration**
 - Industry directed and university executed research programs
 - Industry / University partnership on Defense Community projects
 - Access to world class universities
- **Workforce training and development**
 - Students graduate with industry relevant experience
 - Students work on industrial scale projects



Current Status

- **Commonwealth Center for Advanced Manufacturing (CCAM) provides the experience base needed to develop the VLRC**
 - CCAM is a proven model that has been successfully implemented
 - VLRC planning process is guided by CCAM planning process
- **VLRC business plan development began in April 2011**
 - Core Team sub groups formed in finance, facilities, research and marketing
 - Initial draft to be complete in June 2011
- **Foundation elements to the VLRC**
 - Modeling and simulation technology
 - Risk assessment
 - Economics and cost modeling
 - Global perspective and issues
- **Key to Success**
 - Leadership with start-up experience
 - Intellectual Property agreement
 - Defense community working agreement
 - Technology roadmap working with subject matter experts, stakeholders
 - Adequate start up funds



Summary

- **VLRC can provide a much needed “honest technology broker” for logistics research**
 - Defense Community / Industry provide the problems that need to be solved
 - Universities provide the technical solutions
 - Industry provides the capability to implement solutions
 - Bridge the gap between concept creation and solution implementation
- **A regionally supported VLRC will brand central Virginia and the Crater region as a national center for logistics research and education as well as stimulate economic development**