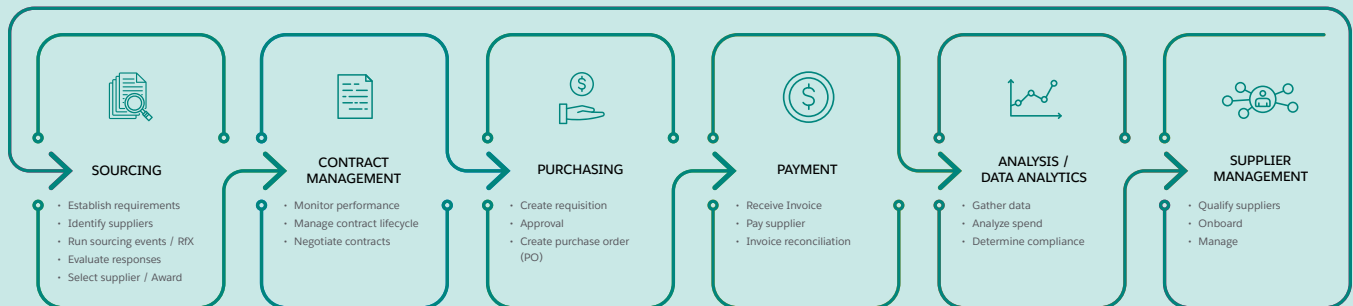# Modernizing Defense Supply Chain and Logistics

Defense organizations are challenged with delivering improved procurement, supply chain, logistics, and sustainment systems for increased readiness. They require systems that can improve logistics alignment across the organization as well as logistics visibility, data accessibility, and intelligence for reduced life cycle sustainment costs, accurate planning and decision-making. The Salesforce platform, which includes Government Cloud offerings,* enables defense supply chain organizations from acquisition to sustainment to transform the enterprise life cycle acquisition and sustainment business systems, and re-engineer execution processes to improve the efficiency and effectiveness of the entire supply chain.

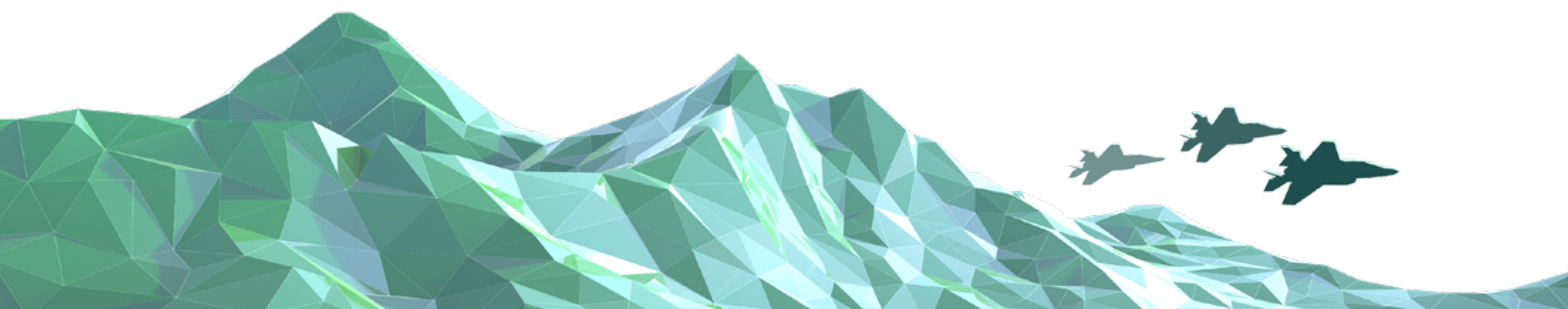| SOURCING	CONTRACT MANAGEMENT	PURCHASING	PAYMENT	ANALYSIS / DATA ANALYTICS	SUPPLIER MANAGEMENT
• Establish requirements • Identify suppliers • Run sourcing events / RfX • Evaluate responses • Select supplier / Award	• Monitor performance • Manage contract lifecycle • Negotiate contracts	• Create requisition • Approval • Create purchase order (PO)	• Receive Invoice • Pay supplier • Invoice reconciliation	• Gather data • Analyze spend • Determine compliance	• Qualify suppliers • Onboard • Manage

Connect to Data Anywhere: Visualize, Decide, and Act Fast

Salesforce can help defense organizations achieve decision advantage by rapidly connecting disparate data sources to enable decision makers to assess, decide and act at the speed of relevance. The Customer 360 platform can digitally transform processes, improve execution, and achieve readiness while dramatically improving productivity, experience, and mission value.

- **Resilient Supplier Relationship Management:** Build a trusted supplier network through increased transparency, predictability, resilience and responsiveness
- **Enhanced Supply Chain Risk Management:** Understand level of risk in a rapidly evolving supplier network
- **Digital Thread Plus:** Expand the full range of digital tools to manage the life cycle of people, processes, and resources

- **G-Invoicing:** Seamless and auditable tracking for intragovernmental financial transactions
- **Repair Network Integration:** Maximize and optimize repair network operations
- **Asset Management:** Visualize and predict inventory availability, health, readiness, movement schema
- **Rapid Logistics Enablement:** Increased velocity and tracking of training, skill to task, and skill certification

*Government Cloud offerings include a FedRAMP Moderate and High Authority to Operate (ATO), along with the Department of Defense (DoD) impact level (IL) 4 Provisional Authorization (PA) and others. Please see the **compliance page** for more details.

Integrated Supply Chain and Logistics Solutions

Salesforce Supply Chain Customer 360

RESILIENT SUPPLIER RELATIONSHIP MANAGEMENT

Understand your supply chain network, performance, compliance, safety, quality, delivery, and cost. Gain insights into supply chain health, supplier risk, foreign investment, sustainability, and ability to surge for national security. Manage contracts and process flows.

SIMPLIFIED G-INVOICING

Improve the quality of Intragovernmental Transactions (IGT), such as buy and sell data, and address reporting challenges by providing a common platform for brokering all activity. Implement a data standard, and provide transparent access to a common data repository of brokered transactions.

REPAIR NETWORK INTEGRATION

Visualize the repair network to maximize resource allocation and optimize response during ebb and flow of workload across the network. Maximize the usage of scarce resources by predicting unscheduled downtime and mitigating shortfalls.

ASSET MANAGEMENT

Deliver an unparalleled view of supply asset availability throughout the lifecycle and maximize operational availability through predictive maintenance and assure readiness algorithms.

KEY BENEFITS

- Simplify the supply chain process by managing the procurement process from end to end
- Improve usage of current ERP solutions by providing a modern, intuitive engagement layer
- Give leaders the decision making tools to move from assessment to action
- Take requirements from inception to execution with a single system of record
- Simplify supply chain readiness workflows and optimize your team's efforts
- Provide leaders with data transparency and insight to make data-driven decisions
- Decrease costs through digitizing processes with API-led integration
- Improve collaboration and productivity across financial management functions
- Rapidly build and scale applications on-demand to meet evolving mission needs

See how Salesforce helps defense organizations transform.

To learn more about Salesforce Defense Solutions contact your account executive, call 1-844-807-8829 or visit **salesforce.com/Defense** today.