



## **MENLO GOVERNMENT SERVICES**

In this era of sequestration, government shutdowns and downsized budgets, defense contractors need to optimize supply chain efficiency for their DoD and Foreign Military Sales customers. Menlo Worldwide Logistics can help defense contractors win new contracts by identifying and implementing solutions that generate real cost savings and profitability, even in uncertain times.

### **DEFENSE LOGISTICS**

Menlo takes a Lean approach to 3PL services to drive continuous improvement for the Department of Defense. Defense logistics combines transportation, warehouse and inventory management with leading IT infrastructure to deliver optimal solutions for our customers.

### **“FAR” COMPLIANCE**

Menlo has FAR interpretation and compliance experts on staff and has established proven best practices for acquisition planning, contract administration and contract formation. Furthermore, Menlo has a platform for small business compliance that allows us to consistently exceed small business goals.

### **BEST PRACTICES**

USTRANSCOM, Navistar, General Dynamics, General Motors, and Nike all depend on Menlo for world-class solutions that deliver continuous cost savings and robust returns on investment.

### **STABLE FINANCIALS**

Menlo is in it for the long haul, providing logistics and supply chain services for over 20 years as a business component of Con-way Inc., a diversified \$5.6 billion transportation and logistics company.

### **WORLDWIDE PRESENCE**

Whether supporting bases in Europe, Asia, the Middle East or Africa, Menlo has the infrastructure to adapt to unforeseen international support requirements.

## **REVENUE**

\$1.7 billion

## **GLOBAL INFRASTRUCTURE**

- 17 million square feet of warehouse space
- 116 warehouses worldwide

## **MANAGED TRANSPORTATION**

- \$2.5 billion under management
- Multimodal (less-than truckload, truckload, air, ocean, rail)

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## SERVICES PROVIDED

- Transportation Management
- Warehouse Management
- Base Logistics
- Tactical Vehicle Logistics
- Global Multimodal Logistics
- Supplies Procurement
- Lean Based Quality Assurance
- Supply Chain Value Engineering
- Manufacturing Support
- Reverse Logistics
- Disposal Best Practices
- Green Logistics

## TRANSPORTATION MANAGEMENT

Menlo's transportation management solutions for Government customers leverage our global multi-modal network, deploy the best-in-class IT platform for route optimization and in-transit visibility, and use Lean methodologies for standardizing procurement and contract management processes. This provides customers with a low-risk, high-performance carrier network that consistently meets required pick-up and delivery dates at a sensible cost.

## WAREHOUSE MANAGEMENT

Menlo provides storage and warehousing solutions across a wide range of industries, including automotive, consumer, high-tech and government. Our top-notch solutions rely on our ability to customize our space and systems in a way that eliminates inefficiencies and unnecessary inventory. Our warehousing solutions lead to cost reductions year-after-year, as our facilities graduate through the Lean certification process.

## SUPPLY CHAIN CONSULTING

Menlo's solution engineers specialize in identifying cost-savings opportunities using Lean processes, that lower total costs, build stronger partnerships with our customers and reduce inventory at project sites.

## SHARED VALUE PRICING MODEL

When a flexible pricing structure is supported, Menlo employs creative pricing solutions that integrate Lean methodologies, pay-for-performance, earned margin and gain share strategies. Our customized and highly transparent solutions lead to front-loaded cost savings during the bid process and on-going cost savings throughout the contract term.

