



Council of Supply Chain
Management Professionals

Educating and Connecting the World's Supply Chain Professionals.™

CORPORATE SPOTLIGHT



In a nutshell, what is your company all about?

[LMI](#) is a consultancy dedicated to improving the business of government. LMI helps federal agencies with acquisition services and lifecycle management, operations, supply chain resiliency, risk management and mitigation, and sustainment. We identify and develop scientific solutions that deliver measurable supply chain and enterprise improvements.

How has your company helped customers navigate COVID-19?

LMI stands with its federal customers to manage the unprecedented supply chain challenges as a result of COVID-19. Our experts have supported the COVID-19 Joint Acquisition Task Force, led by the Under Secretary of Defense for Acquisition and Sustainment; they also prepared plans for the acquisition and distribution of personal protective equipment for the U.S. Army Medical Materiel Development Activity. We help customers leverage real-time supply chain analysis to inform response decisions and mitigate risks. We have also prioritized supply chain resilience so that customers are ready if further outbreaks materialize.

What differentiates your company from others in the industry?

We were established as a private, not-for-profit organization in 1961 to support the Department of Defense (DoD) in addressing complex logistics challenges. For nearly six decades, we've developed a deep commitment to our defense and federal civilian customers, making their missions our own. We continually reinvest in developing solutions independently and with partners like Penn State University, a member of our LMI Research Institute.

What is your company's most recent accomplishment?

LMI created the Maintenance and Availability Data Warehouse (MADW™), which has revolutionized lifecycle management for weapons systems. Containing over one billion maintenance records from 46 authoritative data systems, MADW™ enables DoD senior leaders to identify the availability, supportability, and sustainment of joint-use systems, subsystems, and components across the enterprise. The integration of availability, cost, inventory, maintenance, and supply data, displayed in a standard taxonomy, makes numerous analyses possible, reducing the time to insight. Washington Technology recognized MADW™ as a 2019 Industry Innovator award recipient.

What is the biggest challenge your company faces in the industry?

In a volatile world, predictive modeling has failed to meet government's supply chain needs. To hedge against unknowns, LMI developed its Peak Policy and Next Generation (PNG™) inventory optimization models to produce control levels that generate a robust mix of spare parts, regardless of the demand scenario. More parts are available when requested by maintenance and fewer parts sit on shelves. One customer saw parts availability increased by as much as 10% while reducing costs by \$400 million annually. We look forward to helping other customers overcome their inventory, risk, and dynamic supply chain challenges.

How does your company approach recruiting and retaining talent? What challenges do you face?

We are committed to helping employees grow as leaders and technical experts. LMI spends on average \$15,000 per employee for annual professional development, certification, and training opportunities. We also focus on mobility within the organization, enabling employees to pursue new projects, roles, and responsibilities. Our employees are passionate problem-solvers, and we empower them to find tasks that interest them. We believe our mission-focused culture, great benefits, and work-life enhancements, like our unlimited leave policy, give us a competitive edge for talent.

Why is your company a CSCMP Corporate Member?

As a government consultancy, LMI strives to deliver emerging practices, tools, and techniques to our customers. The perspectives of fellow CSCMP members help us stay on the cutting edge and bring those advantages to government. At the same time, we appreciate the opportunity to illuminate government's challenges for CSCMP members. Public-private collaboration is essential to mitigating complex threats like climate-related risks. Through CSCMP, we engage like-minded partners to develop approaches that improve supply chain resiliency for all.