



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA & Small Business Overview

Ms. Amy Sajda  
Director, DLA Office of SB Programs  
June 29, 2011



# Agenda

- DLA Mission
- Full Spectrum Global Support
- Global Supply Chains
- Small Business Points of Contact
- Other Mission Support
- Marketing to DLA





# DEFENSE LOGISTICS AGENCY (DLA)

- Created by Secretary of Defense in 1961
- Provides logistics support to the Military Services
- NOT the boss of the Military Services
- Biggest contracting opportunity presented by DLA: consumable supplies



# Mission: Supporting the Warfighter

**We are America's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.**





# We Are DLA

**FY04-FY10 Sales/Services:  
\$28B-\$41B**

**FY11 Projected Revenue:  
\$42.2B**

- ~84% of Services' repair parts
- Nearly 100% of Services' subsistence, fuels, medical, clothing & textile, construction & barrier materiel

## PTACs

- 93 Centers; 48 states, Guam and Puerto Rico
- How to win Gov't contracts
- <http://www.dla.mil/db/>

## Scope of Business

- 229,500 Requisitions/Day
- 11,000 Contract Lines/Day
- #51 Fortune 500
- #3 in Top 50 Distribution Warehouses
- 26 Distribution Depots
- Nearly 5 Million Items – 8 supply chains
- 22.3M Annual Receipts and Issues
- 1,960 Weapon Systems Supported
- 130.5M Barrels Fuel Sold (FY10)
- \$14B Annual Reutilizations/Disposals

## People

- 25,497 Civilians
- 555 Active Duty Military
- 757 Reserve Military
- Located in 48 States/28 Countries



# Full Spectrum Global Support

## Supply Chains

- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy
- Subsistence
- Medical
- Clothing & Textile
- Construction & Equip

## Theater Support

- DLA Europe & Africa
- DLA Pacific
- DLA Central



**USNORTHCOM**



**USEUCOM**



**USCENTCOM**



**USPACOM**



**USSOUTHCOM**



**USAFRICOM**

## Distribution

- 26 Distribution Centers
- \$98B DoD Inventory
- 52M sq ft covered storage

## Disposition Services

- Co-located with customers
- Over \$25B per year
- Reutilization & Marketing
- Reverse Logistics

## Strategic Materials

- Critical items such as titanium, cobalt, and tungsten

## Services

- Document Services
- Transaction Services
- Logistics Information Service



# Global Supply Chains

## Troop Support

- **CLI: Subsistence**
  - Food Service
  - Produce
  - Operational Rations
- **CLII: Clothing & Textile**
  - Recruit Clothing
  - Organizational Clothing & Individual Equipment
- **CLIV/VII: Construction & Equipment**
  - Facilities Maintenance
  - Equipment
  - Wood Products
  - Safety & Rescue Equipment
- **CLVIII: Medical**
  - Pharmaceutical
  - Medical/Surgical Equipment

## Aviation

- **CLIX:**
  - Engine Components, Air Frames
  - Flight Safety Equipment, Maps
  - Environmental Products

## Land and Maritime

- **CLIX: Maritime**
  - Valves, Fluid Handling
  - Electrical/Electronics
  - Motors, Packing/Gaskets
- **CLIX: Land**
  - Wheeled, Tracked & Heavy Vehicle Parts
  - Vehicle Maintenance Kits
  - Power Transmission/Engine/Suspension Components
  - Tires, Batteries and Small Arms Parts

## Energy

- **CLIII: Energy**
  - DOD Executive Agent for all Bulk Petroleum
  - Natural Gas, Coal, Electricity
  - Aerospace Energy





# Troop Support

## SUBSISTENCE: CLASS I

- Food Service
- Produce
- Operational Rations



## CLOTHING & TEXTILE: CLASS II

- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment



## CONSTRUCTION & EQUIPMENT: CLASS IV / VII

- Facilities Maintenance
- Equipment
- Wood Products
- Safety & Rescue Equipment



## INITIATIVES

- Prime Vendor Programs
- Medical Air Bridge (MAB)
- Common Food Management System (CFMS)
- Recruit Training Center Support
- Army Direct Ordering (ADO)
- Enterprise Buyers Forward
- Lumber Privatization

## MEDICAL: CLASS VIII

- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment







# Troop Support

**Mr. Michael McCall**

**(800) 831-1110**

**(215) 737-2321**

**[www.dscp.dla.mil/sbo](http://www.dscp.dla.mil/sbo)**

## **CLOTHING & TEXTILES**

**- Ms. Joann Gatica**

## **MEDICAL**

**- Mr. Paul Rooney**

## **SUBSISTENCE**

**- Ms. Andrea Ingargiola**

## **CONSTRUCTION/EQUIP**

**- Ms. Arlene Ruble**



# Land and Maritime

## INITIATIVES

**Tires Privatization Successor**

**MRAP/M-ATV Sustainment**

**Afghan Sustainment**

**Depot Level Repairables**

**Retail Supply, Storage & Distribution**

**Demand Planning Improvement Initiatives**

**Army Reset Support**

## LAND:

- Wheeled, Tracked & Heavy Vehicle Parts
- Vehicle Maintenance Kits
- Power Transmission/Engine/ Suspension Components
- Tires
- Batteries
- Small Arms Parts



## MARITIME:

- Valves
- Fluid Handling
- Electrical/Electronics
- Motors
- Packing/Gaskets





# Land and Maritime

**Ms. Vikki Hawthorne**

**(800) 262-3272**

**(614) 692-4864**

**[http://www.dsccl.dla.mil/offices/  
smbusiness/index.html](http://www.dsccl.dla.mil/offices/smbusiness/index.html)**



# Aviation

## AVIATION

### INITIATIVES

**LEAN / Six Sigma**

**Depot Level Repairables**

**Supply, Storage & Distrib.**

**Customer Targeted Outcomes**

**Gases / Cylinders Privatization**

**Chemicals / POL Privatization**

**Forward Presence**

**One Pass Pricing**

- Engine Components
- Air Frames
- Flight Safety Equipment
- Aviation Lighting
- Fasteners
- Bearings
- Maps
- Environmental Products





# Aviation

**Mr. John Henley**

**(800) 227-3603**

**(804) 279-6330**

**<http://www.dscr.dla.mil/userweb/sbo/>**



# Energy

## ENERGY

### INITIATIVES

**CENTCOM AOR Support**  
**Open Market Bunker Support**  
**Bulk Terminal Ops**  
**Privatization**  
**Garrison / Base Energy**  
**Support**  
**Utilities Privatization Support**  
**Alternative Fuel and**  
**Renewable Energy**

- **DOD Executive Agent for all Bulk Petroleum**
- **Natural Gas, Coal, Electricity**
- **Aerospace Energy**





# Energy

**Ms. Joan Turrisi**

**(800) 523-2601**

**(703) 767-9465**

**<http://www.desc.dla.mil/DCM/DCMPage.asp?LinkID=pgeSmallBusiness>**



# Distribution

- Receive, Store, and Issue Globally
- In-transit Visibility
- Dedicated Delivery / Pure Pallets



**26 Distribution  
Centers  
Worldwide**







# Disposition Services

- Reutilization (to Military Services & DOD Special Programs)
- Transfer (to Federal Agencies)
- Donation (to State and Local Agencies)
- Sales of excess DoD property
- Contingency Operation Support
- Demilitarization
- Precious Metals Recovery
- Hazardous Waste Disposal

**119 Sites  
Worldwide**





# Disposition Services

**Ms. Sheryl L. Woods**

**(269) 961-4071**

**<http://www.drms.dla.mil>**

# Distribution

**Ms. Cathy Hampton**

**(717) 770-7246**

**[www.ddc.dla.mil/business.aspx](http://www.ddc.dla.mil/business.aspx)**



# DLA Contracting Support Office (DCSO)

- Supports the entire DLA Enterprise
  - IT
  - Management & Consulting Services
  - Training
  - Studies

**Ms. Rosita Carosella**  
**215-737-8514**

***NOT A SUPPLY CHAIN !***



# **Document Services**

**Ms. Susan Rapoza  
(717) 605-1557**

# **Strategic Materials**

**Mr. Carlos Vidro-Martinez  
(703) 767-6031**



# Doing Business With DLA



**THE RIGHT CUSTOMER !**



# DLA Resources

**DLA Associate Directors of SB  
- Each Procuring Activity**

**“How to Do Business With DLA”**

**<http://www.dla.mil/db/>**

**Procurement Technical Assist. Ctrs.**

**[www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)**



# Other Links / Resources

## **DOD OSBP**

<http://www.acq.osd.mil/osbp/>

## **DIBBS DLA-BSM Internet Bid Board System**

<https://www.dibbs.bsm.dla.mil/>

## **TKO (Training, Knowledge, Opportunities) Workshops**



# How DLA Finds Small Business Sources

- **Procurement History files**
- **CCR Dynamic Small Business Search**
- **Conferences**
- **Counseling**





# GETTING STARTED

- From websites, identify who buys the products or services you sell
- Talk to your local PTAC for help on researching and approaching potential buyers
- If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
- Ask about opportunities for:
  - 8(a) contracts (IF you're 8(a))
  - Set-asides: HUBZone, SDVOSB, Small Business, WOSB
  - Full and open competition
- BID



# SUMMARY

- DLA is a major supplier of consumable and reparable supplies to the Military
- We are a great potential market for small business suppliers
- **WE ARE LOOKING FOR QUALITY SMALL BUSINESS SUPPLIERS**

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

