



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



**DLA Land Supplier Operations 2012  
NDIA  
Industry Conference and Exhibition  
Break-Out Session**

**Small Business Programs and  
Opportunities**



# Small Business Goals



**We must demonstrate our commitment to transparency and accountability to achieve 100% of small business goals in support of DoD goals and related customer benefits.**

*-Mark D. Harnitchek, Vice Adm., SC, Director, Defense Logistics Agency April 2012*

**“The DLA Land and Maritime Office of Small Business Program’s goal is to support the warfighter by expanding the industrial base with capable and sustainable small businesses. As we keep this goal is mind, we will continue to work towards developing a robust Small Business Program.”**

*- Vikki L. Hawthorne, Associate Director, DLA Land and Maritime, Office of Small Business Programs, during the March 2011 Training, Knowledge and Opportunities Seminar held in Columbus, Ohio.*



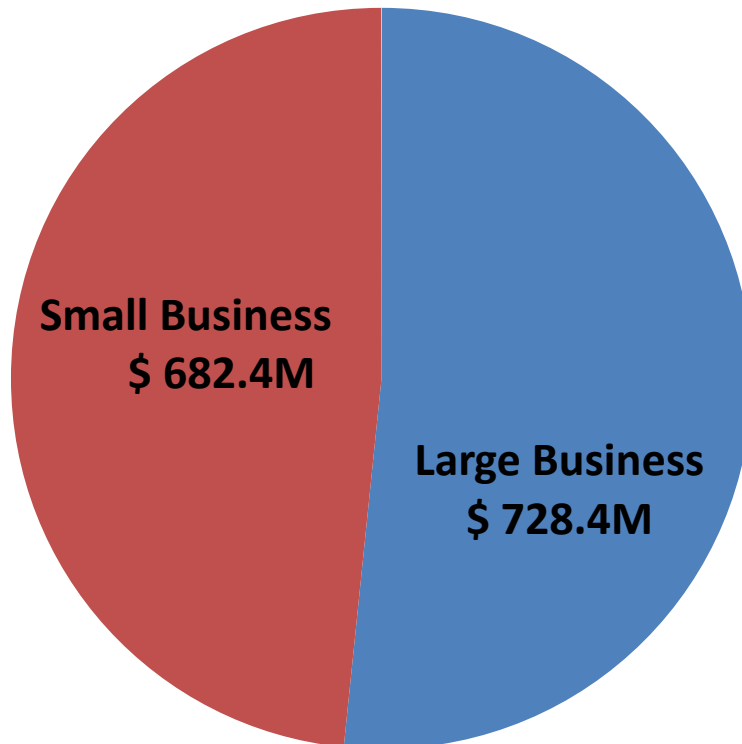
# Agenda



- Small Business Performance
- Small Business / Socio Economic Programs Initiatives
  - Historically Underutilized Business Zone (HUBZone)
  - Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Women Owned Small Business (WOSB)
  - Small Disadvantaged Business (8(a))
- Increasing Small Business Opportunities
- Points of Contact for Help



# Small Business Performance



Of the \$1.41B Eligible Dollars, 48.37% go to Small Businesses.

Note: FPDS-NG Data captured as of May 31, 2012, Fiscal Year To Date



# Small Businesses



## Rules of Engagement

- Expand SB Industrial Base to Support the Warfighter
- Self Certifying Program
- Rule of Two
- Non-manufacturer Rule Applies w/ Exception and Waivers

## Current Ops

- Many Small Business Set Aside (SBSA) Opportunities on DIBBS
- Small Business Coordination Record Reviews
- SB Webinars Hosted by NIST
- Ongoing Acquisition Personnel Training



- OTSB Sole Source Analysis Review for Parts Breakout Program
- **Increase Partial Set-Asides**
- SB Technical Advisor Project – Potential 600 NSNs

- Small Businesses Frequently 'No Quote'
- Incomplete Technical Data

Increase Small Business Industrial Base  
to Support the Warfighter



# Open Solicitation in DIBBS for HUBZone Solicitations with Data



## HUBZone Solicitations with Tech Data

	<u>NSN/Part Number</u>	<u>Nomenclature</u>	<u>Technical Documents</u>	<u>Solicitation</u>	<u>RFQ/Quote Status</u>	<u>Purchase Request</u>	<u>Issued</u>	<u>Return By</u>
1	<a href="#">2590-01-345-0862</a> QPL	RETAINER, ANCHOR	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-12-T-B630</a> HUBZone	Open Q	45823368 Qty: 561	5/22/2012	6/5/2012
2	<a href="#">2090-00-351-2299</a>	BAG, SHIPTO SHIP TR	<a href="#">Tech Docs</a>	<a href="#">SPM7M2-12-T-6474</a> HUBZone	Open Q	44762997 Qty: 21	5/22/2012	6/5/2012
3	<a href="#">2040-00-089-7036</a>	DISK, FIBERBOARD	<a href="#">Tech Docs</a>	<a href="#">SPM7M2-12-T-6645</a> HUBZone	Open Q	46002199 Qty: 12032	5/25/2012	6/8/2012
4	<a href="#">5935-01-284-4581</a>	ADAPTER, CONNECTOR	<a href="#">Tech Docs</a>	<a href="#">SPM7M7-12-T-8909</a> HUBZone	Open Q	45356352 Qty: 20	5/25/2012	6/8/2012
5	<a href="#">6160-01-431-4546</a> Mil-Spec	TRAY, BATTERY	<a href="#">Tech Docs</a>	<a href="#">SPM7LA-12-T-3181</a> HUBZone	Open Q	45769365 Qty: 450	5/29/2012	6/12/2012
6	<a href="#">5355-00-994-3435</a>	KNOB	<a href="#">Tech Docs</a>	<a href="#">SPM7M2-12-T-6766</a> HUBZone	Open Q	46060710 Qty: 2239	5/31/2012	6/14/2012
7	<a href="#">5930-01-311-3912</a>	SWITCH, FLOW	<a href="#">Tech Docs</a>	<a href="#">SPM7M8-12-T-A210</a> HUBZone	Open Q	46060275 Qty: 29	5/31/2012	6/14/2012
8	<a href="#">3020-00-888-0118</a>	GEAR, SPUR	<a href="#">Tech Docs</a>	<a href="#">SPM7MC-12-T-F168</a>	Open Q	46060942 Qty: 701	5/31/2012	6/14/2012
9	<a href="#">6665-01-212-0352</a>	CASE, CARRYING	<a href="#">Tech Docs</a>	<a href="#">HUBZoneC-12-T-F279</a> HUBZone	Open Q	46077339 Qty: 15	6/1/2012	6/15/2012
10	<a href="#">2590-01-228-5802</a> Mil-Spec	STAND, VEHICLESUPPO	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-12-T-C346</a> HUBZone	Open Q	46080735 Qty: 40	6/4/2012	6/18/2012
11	<a href="#">1005-01-562-9457</a>	SLING, SMALLARMS	<a href="#">Tech Docs</a>	<a href="#">SPM7L4-12-T-D405</a> HUBZone	Open Q	46088655 Qty: 7000	6/4/2012	6/18/2012
12	<a href="#">1055-01-216-9423</a>	COVER, PROTECTIVE, RO	<a href="#">Tech Docs</a>	<a href="#">SPM7L4-12-T-D464</a> HUBZone	Open Q	46082376 Qty: 64	6/4/2012	6/18/2012
13	<a href="#">2540-01-304-2281</a> QPL	BOWASSEMBLY TARPULIN	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-12-T-C321</a> HUBZone	Open Q	46082938 Qty: 31	6/4/2012	6/18/2012



# Historically Underutilized Business Zone Businesses (HUBZone)



## Rules of Engagement

- SBA Certified Program
- Set-aside and Sole Source Awards
- Utilize HUBZone Evaluation Factor
- 35% rule for Employee Residency

## Current Ops

- 13 Current Solicitations
- 1076 NSNs in Program
- Additional SBSs Identifying HUBZone Opps to Increase NSNs in Program



## Challenges

- HUBZone Set Aside NSN Reviews – 9935 NSNs
- Revised 2010 Census Reduced HUBZone Suppliers
- Difficult for HUBZone Suppliers to Meet Employment Requirement

Is your company in a HUBZone area?



# Open Solicitation in DIBBS for HUBZone Solicitations with Data

## HUBZone Solicitations with Tech Data

	<u>NSN/Part Number</u>	<u>Nomenclature</u>	<u>Technical Documents</u>	<u>Solicitation</u>	<u>RFQ/Quote Status</u>	<u>Purchase Request</u>	<u>Issued</u>	<u>Return By</u>
1	<a href="#">2590-01-345-0862</a> QPL	RETAINER, ANCHOR	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-12-T-B630</a> HUBZone	Open 	45823368 Qty: 561	5/22/2012	6/5/2012
2	<a href="#">2090-00-351-2299</a>	BAG, SHIPTO SHIP TR	<a href="#">Tech Docs</a>	<a href="#">SPM7M2-12-T-6474</a> HUBZone	Open 	44762997 Qty: 21	5/22/2012	6/5/2012
3	<a href="#">2040-00-089-7036</a>	DISK, FIBERBOARD	<a href="#">Tech Docs</a>	<a href="#">SPM7M2-12-T-6645</a> HUBZone	Open 	46002199 Qty: 12032	5/25/2012	6/8/2012
4	<a href="#">5935-01-284-4581</a>	ADAPTER, CONNECTOR	<a href="#">Tech Docs</a>	<a href="#">SPM7M7-12-T-8909</a> HUBZone	Open 	45356352 Qty: 20	5/25/2012	6/8/2012
5	<a href="#">6160-01-431-4546</a> Mil-Spec	TRAY, BATTERY	<a href="#">Tech Docs</a>	<a href="#">SPM7LA-12-T-3181</a> HUBZone	Open 	45769365 Qty: 450	5/29/2012	6/12/2012
6	<a href="#">5355-00-994-3435</a>	KNOB	<a href="#">Tech Docs</a>	<a href="#">SPM7M2-12-T-6766</a> HUBZone	Open 	46060710 Qty: 2239	5/31/2012	6/14/2012
7	<a href="#">5930-01-311-3912</a>	SWITCH, FLOW	<a href="#">Tech Docs</a>	<a href="#">SPM7M8-12-T-A210</a> HUBZone	Open 	46060275 Qty: 29	5/31/2012	6/14/2012
8	<a href="#">3020-00-888-0118</a>	GEAR, SPUR	<a href="#">Tech Docs</a>	<a href="#">SPM7MC-12-T-F168</a>	Open 	46060942 Qty: 701	5/31/2012	6/14/2012
9	<a href="#">6665-01-212-0352</a>	CASE, CARRYING	<a href="#">Tech Docs</a>	<a href="#">HUBZone C-12-T-F279</a> HUBZone	Open 	46077339 Qty: 15	6/1/2012	6/15/2012
10	<a href="#">2590-01-228-5802</a> Mil-Spec	STAND, VEHICLESUPPO	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-12-T-C346</a> HUBZone	Open 	46080735 Qty: 40	6/4/2012	6/18/2012
11	<a href="#">1005-01-562-9457</a>	SLING, SMALLARMS	<a href="#">Tech Docs</a>	<a href="#">SPM7L4-12-T-D405</a> HUBZone	Open 	46088655 Qty: 7000	6/4/2012	6/18/2012
12	<a href="#">1055-01-216-9423</a>	COVER, PROTECTIVE, RO	<a href="#">Tech Docs</a>	<a href="#">SPM7L4-12-T-D464</a> HUBZone	Open 	46082376 Qty: 64	6/4/2012	6/18/2012
13	<a href="#">2540-01-304-2281</a> QPL	BOWASSEMBLY TARPULIN	<a href="#">Tech Docs</a>	<a href="#">SPM7L2-12-T-C321</a> HUBZone	Open 	46082938 Qty: 31	6/4/2012	6/18/2012





# Service Disabled Veteran Owned Small Businesses (SDVOSB)



## Rules of Engagement

- Self Certifying Program
- Set-Aside and Sole Source

## Current Ops

- 1474 NSNs in Program
- SDVOSB Webinars
- Increased Sources Sought Notices



## Challenges

- SDVOSB Award Query Project – Currently Reviewing 1004 NSNs
- Increase Set-Asides
- SDVOSBs Awareness of Current Solicitations/ Sources Sought
- Not Submitting Quotes
- SDVOSB Quotes Do Not Meet The Fair Market Price

Are you a Veteran Owned Small Business that would qualify as a SDVOSB?



# Open Solicitation in DIBBS for SDVOSB Solicitations with Data



## Service Disabled Veteran Owned Solicitations With Tech Data

#	NSN/Part Number	Nomenclature	Technical Documents	Solicitation	RFQ/Quote Status	Purchase Request	Issued	Return By
1	<a href="#">2540-00-460-4707</a>	SAFETY BELT, PERSONNEL	Tech Docs	<a href="#">SPM7L2-12-Q-0993</a> SDVOSB	Open Q	45765518 Qty: 312	5/23/2012	5/31/2012
2	<a href="#">2530-00-461-5350</a>	SPINDLE, WHEEL, DRIVIN	Tech Docs	<a href="#">SPM7L3-12-Q-0710</a> SDVOSB	Open Q	45921436 Qty: 272	5/21/2012	6/4/2012
3	<a href="#">1005-00-766-0915</a> QPL	BRUSH, CLEANING, SMALL	Tech Docs	<a href="#">SPM7L4-12-Q-1165</a> SDVOSB	Open Q	45768355 Qty: 1315	5/22/2012	6/5/2012
4	<a href="#">1005-00-992-7288</a> Mil-Spec	EXTRACTOR. STEEL, GUN	Tech Docs	<a href="#">SPM7L4-12-Q-1168</a> SDVOSB	Open Q	45754189 Qty: 3000	5/23/2012	6/6/2012
5	<a href="#">1005-00-716-2132</a> Mil-Spec	BRUSH, CLEANING, SMALL	Tech Docs	<a href="#">SPM7L4-12-Q-1178</a> SDVOSB	Open Q	45772678 Qty: 3247	4/24/2012	6/7/2012
6	<a href="#">3040-01-249-3327</a> QPL	SHAFT AND BEARING ASSE	Tech Docs	<a href="#">SPM7MC-12-Q-1818</a> SDVOSB	Open Q	46087067 Qty: 57	6/4/2012	6/18/2012
7	<a href="#">2520-00-872-5992</a>	FLEX PLATE, FLYWHEEL	Tech Docs	<a href="#">SPM7L2-12-Q-1015</a> SDVOSB	Open Q	45924082 Qty: 20	6/7/2012	6/21/2012



# Women Owned Small Businesses (WOSB)



## Rules of Engagement

- Set-Aside Driven by NAICS
- Self Certified or Third Party (WOSB/EDWOSB)
- Establishes 83 NAICS Codes

## Current Ops

- NSNs Set-Aside (Batteries and Windows)
- Working with WOSB and EDWOSB Suppliers
- Outreach Events with US Women's Chamber of Commerce

## Challenges

- Additional NSNs in Review
- Utilize CCR Dynamic Small Business Search for additional WOSB firms

- Relatively New Program
- Converting the NAICS to FSC and NSNs



EDWOSBs can also participate in WOSB set-asides



# Finding the NAICS Codes



## Web Address:

<http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>

## Find link:

[WOSB Program Applicable NAICS Codes](#)



# DLA Land and Maritime NAICS



332911	WOSB	\$6.5M	Industrial Valve Manufacturing
332912	WOSB	\$6.5M	Fluid Power Valve and Hose Fitting Manufacturing
332919	WOSB	\$6.5M	Other Metal Valve and Pipe Fitting Manufacturing
332994	WOSB	\$6.5M	Small Arms Manufacturing
332996	WOSB	\$6.5M	Fabricated Pipe and Pipe Fitting Manufacturing
335311	EDWOSB	\$6.5M	Power, Distribution and Specialty Transformer Manufacturing
335312	EDWOSB	\$6.5M	Motor and Generator Manufacturing
335313	EDWOSB	\$6.5M	Switchgear and Switchboard Apparatus Manufacturing
335314	EDWOSB	\$6.5M	Relay and Industrial Control Manufacturing
335911	EDWOSB	\$6.5M	Storage Battery Manufacturing
335912	EDWOSB	\$6.5M	Primary Battery Manufacturing
335921	EDWOSB	\$6.5M	Fiber Optic Cable Manufacturing
336991	EDWOSB	\$6.5M	Motorcycle, Bicycle and Parts Manufacturing
336992	EDWOSB	\$6.5M	Military Armored Vehicle, Tank and Tank Component Manufacturing
336999	EDWOSB	\$6.5M	All Other Transportation Equipment Manufacturing



# Small Disadvantaged Businesses (8(a) Set-asides)



## Rules of Engagement

- No SDB Preference or Set Asides- Solely 8(a) Program
- Sole Source 8(a) : less \$6.5M
- Competitive 8(a) : more \$6.5M
- *Sole Source* 8(a) solicitations are NOT synopsisized/posted

## Current Ops

- 42 Suppliers
- 973 NSNs in the program
- FY 12 - 47 8a solicitations
- FY 12 - \$2.4 M - 8a solicitations



## Challenges

- Acquisition & Supplier Training
- Assist Establishing Informal Mentor/Protégé Relationships
- Work More Closely with the Cognizant SBA

- Fair Market Price (FMP)
- FMP vs. Should Cost
- Finding new 8a contractors for open 8a NSNs

SBA 8(a) Program is a 9 year program



# Increasing Small Business Opportunities



# Socio-Economic Program Set-Aside Request (SEPSAR) Form



## Socio-Economic Program Set-Aside Request (SEPSAR)


**Company Name:**  **Cage Code:**  **Check box if you a**

**Web Address:**  **Point of Contact:**

**Email:**  **Alternate POC:**

**Request Date:**  **Phone:**

### Supplier's Proposed Procurement Actions

	Set Aside	Sole Source	NSNs
	<input type="checkbox"/> Small Business <input type="checkbox"/> Service Disabled Veteran Owned <input type="checkbox"/> HubZone <input type="checkbox"/> 8A <input type="checkbox"/> Woman Owned	<input type="checkbox"/> Service Disabled Veteran Owned <input type="checkbox"/> HubZone <input type="checkbox"/> 8A <input type="checkbox"/> AbilityOne	Number of NSNs: 0  Add additional NSNs at the Tab 2 spreadsheet below.

Enter proposed National Stock Number (NSNs) candidate(s) below. Please allow 20 business days for a response.

NSN	Procurement Action	Set Aside	Sole Source	Partial Set Aside	Description	Manufacturer	Cage	Dealer Name	Cage	ADV (Internal)
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						

This worksheet is available at: <http://www.landandmaritime.dla.mil/offices/smbusiness/>  
 Submit this form to: DLA.Land.and.Maritime.SEPPR.Form@dla.mil  
 Direct questions to the DLA Land and Martime Center, dsc.ccc@dla.mil, (614) 692-3541





# Request Suppliers to Complete Capability Statement



CAPABILITY STATEMENT FOR DEFENSE SUPPLY CENTER COLUMBUS			
Company Name: <b>XYZ Corporation, Inc</b>		CAGE Code: <b>10101</b> DUNS #: <b>999999999</b>	
POC's Name: <b>Mr. Smith</b>		Position: <b>Sales</b>	
Address: <b>South Street</b>		Office Phone: <b>5xx-5xx-55xx</b> Cell Phone: <b>5xx-5xx-55xy</b> Fax: <b>5xx-5xx-55xx</b>	
City, St., Zip: <b>Washington, USA 11111</b>		Email:	
INDUSTRY FOCUS What industry is the main focus of your manufacturing capabilities? (mark any that apply)			
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
COMMODITY FOCUS: (Mark type of commodities you manufacture, list any additional)			
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
PROCESS CAPABILITIES: (Mark all that apply and note any additional capabilities)			
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
MATERIAL CAPABILITIES (Mark all that apply and note any additional capabilities)			
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
MANUFACTURING CAPABILITIES OR LIMITATIONS (i.e. Dimensions, Tolerances, etc...)			
1	In rounds, up to 10 inch diameter by 110 inch long	4	Standard shop tol: +/- .005 inch
2	In flats (or Squares) 10" x 32" x 48"	5	Precision shop tol: +/- .0005 inch
3	We also have high speed Mori Seiki CNC machines that machine Micro-miniature precision parts	6	High Precision shop tol: +/- .0001"
1	(1) 5-axis Mori Seiki NMV5000DCG – 28" x 20" x 20" & turning – 27.5" dia x 17.7"	11	(1) 3-axis TRAK FHM5 Mill – 34" x 10" x 24" w/ CNC SMX control
2	(1) 4-axis OKK VM7 – 60" x 30" x 26" w/ CNC rotary table	12	(1) 3-axis TRAK FHM5 Mill – 34" x 10" x 24" w/ CNC AGE 3 control
3	(1) 4-axis Mori Seiki SV500B/50 – 40" x 20" x 20" w/ CNC rotary table	13	(3) 2-axis Bridgeport Milling Machines w/ Prototrack MX2 CNC control
4	(1) 3-axis Mori Seiki SV500A/40 – 30" x 20" x 20" w/ 40,000 rpm attachment	14	(1) 6-axis Mori Seiki NL-2500SY CNC Lathe – 14" dia x 27" b/w centers & dual spindles w/ live tooling
5	(1) 3-axis Mori Seiki NV1500DCG – 6" x 6" x 8" w/ 24,000 rpm spindle	15	(1) 5-axis Mori Seiki NL-2500SY CNC Lathe – 14" dia x 20" b/w centers & dual spindles w/ live tooling
6	(1) 4-axis Mori Seiki MV40 – 30" x 15" x 20" w/ CNC rotary table	16	(1) 4-axis Miyano BND-51S2 CNC Lathe – 6" dia x 12.6" b/w centers & dual spindles w/ live tooling
7	(1) Mori Seiki SL-2A CNC Lathe – 13.8" dia x 24" b/w centers w/ collet attach	17	(1) 5-axis Charmilles Robofil 440SL Wire EDM – 21.6" x 31.7" x 15.75" (new 2005)
8	(1) Mori Seiki TL-5A CNC Lathe – 20" dia x 82" b/w centers w/ hydr. steady rest	18	(1) Mori Seiki TL-40B CNC Lathe – 20" dia x 120" b/w centers w/ hydr steady rest
9	(1) Toyoda ID/OD Universal Grinder – 10" x 40" w/ sony digital dispay	19	(1) Jones & Shipman Model 1300 ID/OD Universal Grinder – 10" x 30" w/ sony digital dispay
10	(1) 3-axis Mori Seiki Frontier M2 – 40" x 20" x 18"	20	(1) Mori Seiki SL-25A CNC Lathe – 13.8" dia x 44" b/w centers w/ hydr. steady rest
MILITARY or INDUSTRY CERTIFICATIONS / QUALITY SYSTEMS IN PLACE:			
1	Certified and Registered ISO 9001: 2008 and ITAR compliant	4	Approved supplier for Northrop Grumman, Lockheed Martin and Demmer
2	Certified and approved supplier for TACOM, TARDEC & RDECOM - Warren, MI	5	Approved supplier of GKN, SAIC-Boeing Land Defense Systems and a registered supplier for Boeing direct

POC Kevin Scoles  
1-800-262-3272

http://www.landandmaritime.dla.mil/offices/smbusiness/



# Where Opportunities Are Posted



- DIBBS: [www.landandmaritime.dla.mil](http://www.landandmaritime.dla.mil)
- DLA Warren: <http://contracting.tacom.army.mil/opportunity.htm>
- [www.fedbizopps.gov](http://www.fedbizopps.gov)
- DLA Mechanicsburg: <https://www.neco.navy.mil/>
- DLA Aberdeen: <http://cecom.army.mil/smallbusiness/index.html>
- Norfolk:  
[http://www.navsup.navy.mil/navsup/ourteam/navsupgls/prod\\_serv/contracting/con\\_navsupflcn](http://www.navsup.navy.mil/navsup/ourteam/navsupgls/prod_serv/contracting/con_navsupflcn)
- Pearl Harbor:  
[https://www.navsup.navy.mil/navsup/ourteam/navsupgls/prod\\_serv/contracting/con\\_navsupflcph](https://www.navsup.navy.mil/navsup/ourteam/navsupgls/prod_serv/contracting/con_navsupflcph)
- Portsmouth: <https://www.neco.navy.mil/>
- Puget Sound:  
<https://www.navsup.navy.mil/navsup/ourteam/navsupgls/navsupflcps>



# DEFENSE LOGISTICS AGENCY

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October 17, 2011

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- [Material Status](#)
- [Support](#)
- [DLA Land and Maritime Programs](#)
- [DLA Land and Maritime Offices](#)

### Selling to DLA Land and Maritime

- [Doing Business with DLA Land and Maritime](#)
- [Vendor Assistance](#)
- [Business Opportunities](#)
  - [4710 Commodity Group Project](#)
  - [Tire Management Privatization Program](#)
  - [Tire Successor Initiative \(TSI\)](#)
  - [Global War on Terrorism \(GWOT\) Initiative](#)
  - [Mine Resistant Ambush Program \(MRAP\)](#)
  - [Industrial Product-Support Vendor \(IPV\)](#)
- [DLA-EBS Internet Bid Board System \(DIBBS\)](#)
- [DLA Packaging Web Site](#)
- [Value Management Unit](#)
- [Automated Best Value System \(ABVS\) Program](#)

### Library Documents

- [Mil Specs and Drawings Search Tool](#)
- [QMLs and QPLs](#)
- [Quality Assurance](#)

### Links to Related Sites

The **DLA Internet Bid Board System (DIBBS)** is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



• **Help**

- [On-Line Help](#)
  - [Frequently Asked Questions ~ FAQ](#)
  - [DIBBS On-Line Quoting Help](#)
  - [Batch Quoting Help](#)
- [Contact Us](#)

• **Vendor Registration**

- [Vendor Registration](#)
- [Registration Guidelines](#)

• **Solicitations**

- [Requests for Quotation \(RFQ\)](#)
  - [Batch Quoting](#)
  - [Submitted Quote Searching](#)
- [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities \(FedBizOpps\)](#)

• **Awards**

- [Awards](#)
- [Subsistence Market Ready Orders](#)
- [Post Award Request \(PAR\)](#)  
PAR allows register users the ability to make requests on contract and modifications.
- [Other DLA Awards \(FedBizOpps\)](#)

• **References**

- [Global Search](#)
- [Master Solicitation Documents](#)
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Vendor Performance](#)
  - [Automated Best Value System \(ABVS\)](#)
  - [Past Performance Information Retrieval System \(PPIRS\)](#)
- [Supplier Requirements Visibility Application \(SRVA\)](#)

• **Technical Data**

- [DLA Collaboration Folders \(cFolders\)](#)
- [DLA Packaging](#)
- [DoD Specifications and Standards](#)
- [Military Engineering Data Asset Locator System](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)

• **Notices**

Topic	Posted
<a href="#">Medical Supplies for Overseas Shipment</a>	11-21-2011
<a href="#">New DLA Land and Maritime Manufacturing Forum</a>	04-27-2012
<a href="#">New DIBBS Document Retention Policy</a>	04-24-2012

**FEDERAL SUPPLY CLASS (FSC)**

- SOLICITATION NUMBER (SPM)
- PURCHASE REQUEST (PR)
- NOMENCLATURE
- APPROVED PART NUMBER



**Custom Queries**  
Search the RFQ Database.

**RFQ DATABASE SEARCH**

Search **Categories:** NSN/Part Number

Search **Value(s):**

Enter search values on a single line with or without a comma separator.

Wildcard Permitted: Yes  
MIN Value Length: 5  
MAX Value Length: 45  
Acceptable Chars: A-Z 0-9 \* , -

Example »5962011231234

**NSN/Part Number**  
Enter search values on a single line with or without a comma separator.

Wildcard Permitted: Yes  
MIN Value Length: 5  
MAX Value Length: 45  
Acceptable Chars: A-Z 0-9 \* , -








Example »5962011231234

**Scope. Show RFQs only for:**

Open

**Sorted by:** NSN

**Show Only:**

- Items with Technical Documents 
- Fast Award Candidates 
- Small Business Set-Asides 
- HUBZone Set-Asides 
- Auto-IDPO 
- Combined Set-Asides 
- Service Disabled Veteran Owned Small Business Set-Asides 

Modified: at any time.

[Additional Text Search Help](#)

*Search Examples:*

Combination Text, Phrase:

Enter: "HUBZONE" OR "Service Disabled Veteran Owned Small Business"  
Results yield documents containing the word HUBZONE, phrase "Service Disabled Veteran Owned Small Business"

Enter: RESISTOR\* AND "WIRE WOUND"  
Results yield documents containing the word RESISTOR, phrase "WIRE WOUND"

Enter: RESISTOR\* AND "WIRE WOUND" AND NOT "VARIABLE"  
Results yield documents containing the word RESISTOR, phrase "WIRE WOUND" BUT NOT with the word VARIABLE"



# Solicitation Results -FSC 3040



[ [RFQ Search](#) | [Recent RFQs](#) | [RFQs by Issue D](#)

04/2011 3:48:21 PM

Number of open solicitations

All RFQs for FSC Like 3040 sorted by NSN.

Records 1 thru 75 of 1833 Records.

Pages: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 Next 5 Pages >>  
 Click on the Solicitation # to view the RFQ & NSN/Part No. to view additional info.

#	NSN/Part No. Nomenclature	Technical Documents	Solicitation #	Auction Status	PR # PR_QTY	Issue	Return By
1	<a href="#">3040-00-001-6797</a> CONNECTINGLINK, RIG	None	<a href="#">SPM7MC-10-T-S281</a> <a href="#">Quote</a>				
2	<a href="#">3040-00-004-9182</a> ACCUMULATOR, HYDRAUL	None	<a href="#">SPM7MC-11-T-J241</a> <a href="#">Quote</a>				
3	<a href="#">3040-00-006-1485</a> CONNECTING LINK, RIGID	None	<a href="#">SPM4A5-11-Q-5769</a> <a href="#">Quote</a>				
4	<a href="#">3040-00-008-4697</a> CONNECTING LINK, RIGID	<a href="#">Tech Docs</a>	<a href="#">SPM7MC-11-Q-2377</a> <a href="#">Quote</a>				
5	<a href="#">3040-00-008-6459</a> WEIGHT, COUNTERBALANCE	<a href="#">Tech Docs</a>	<a href="#">SPM4A6-11-Q-N246</a> <a href="#">Quote</a>				
6	<a href="#">3040-00-009-3778</a> BELLCRANK	None	<a href="#">SPM4A5-11-T-U317</a> <a href="#">Quote</a>		0043265367 QTY: 2	9/14/2011	09/28/2011
7	<a href="#">3040-00-009-9065</a> BELLCRANK	None	<a href="#">SPM4A5-11-T-P542</a> <a href="#">Quote</a>		0042625374 QTY: 2	7/25/2011	08/08/2011
8	<a href="#">3040-00-009-9347</a> CONNECTING LINK, RIGID	<a href="#">Tech Docs</a>	<a href="#">SPM4A5-11-Q-6073</a> <a href="#">Quote</a>				
9	<a href="#">3040-00-010-1391</a> BRAKE, SPRING	None	<a href="#">SPM7MC-11-T-P822</a> <a href="#">Quote</a> <a href="#">SB</a>				
10	<a href="#">3040-00-010-2371</a> SHAFT, STRAIGHT	None	<a href="#">SPM7MC-11-T-F033</a> <a href="#">Quote</a>				
11	<a href="#">3040-00-010-4318</a> SHAFTASSY, INDEXING	None	<a href="#">SPM7MC-11-T-F796</a> <a href="#">Quote</a>				
12	<a href="#">3040-00-011-6630</a> SHAFT, STRAIGHT	None	<a href="#">SPM7MC-11-T-C131</a> <a href="#">Quote</a>				
13	<a href="#">3040-00-017-9539</a> PAWL, FORWARD ASSIST. QPL	<a href="#">Tech Docs</a>	<a href="#">SPM7MC-11-Q-2798</a> <a href="#">Quote</a> <a href="#">SB</a>		0042690651 QTY: 4440	10/3/2011	10/25/2011

Note: T or U Solicitations – Automated by the System

Note: Q Solicitations – Generated by an Actual Buyer



# Increasing Small Business Opportunities



- CCR Dynamic Small Business Search [www.ccr.gov](http://www.ccr.gov)
- Webinars (i.e. SDVOSB Webinar for Manufacturers)
- Publicizing (Synopsis/FedBizOpps)
- Sources Sought (i.e. Various Gun & Vehicle Commodities)
- Market Research:
  - Surveys
  - Industry/Small Business Conferences
  - One-on-one meetings with potential offerors
  - Pre-solicitation notices
  - Draft RFPs
- Teaming with Large Businesses under Subcontracting Plans
- Office of Small Business Programs and SBA staff.

# CCR/FedReg Search

[CCR Home](#) [CCR Search](#) [Federal Agency Registration](#) [News](#) [Release](#)

## CCR Help

[Getting Started](#)

[Frequently Asked Questions](#)

[Interactive Help](#)

[Contact Us](#)

## Quick Links

[Dynamic Small Business Search](#)

[ORCA](#)

[SBA](#)

[Request DUNS Number](#)

[Federal Business Opportunities](#)

[System for Award Management \(SAM\)](#)

Search Results

As of the July 30, 2008 release (4.08.2), CCR-registered vendors are available for Public Search. Federal government users may still view all registered vendors.

**IMPORTANT NOTE:**  
Please regularly update information in CCR and ORCA. Ensure NAICS, Business Size and Type is recorded correctly!

## Simple Search

[Clear Search Criteria](#)

DUNS/BPN Number:  PLUS 4:

CAGE Code:  [CAGE Code Search](#)

## Advanced Search

Include Federal Agency Registrations

Company/Agency Name:  [Note](#)

NAICS Code:  [NAICS Code Search](#)

Small Business (by NAICS code)





DSBS

[Print](#) [Exit](#) [Help](#)

[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

Ready

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

CA - California

Area Code or Phone Number Initial Fragment  
 Metropolitan Statistical Area [Help](#)  
 SBA Servicing Office [Help](#)  
 Zip Code or Zip Code Initial Fragment

### Government Certifications

#### 8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

#### Small Disadvantaged Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

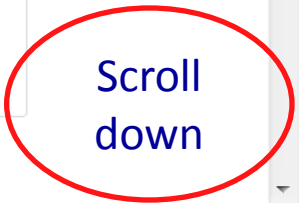
#### Disadvantaged Business Enterprise, Certification States:

- Not Required**
- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)

#### HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#). For more information, see also [SBA Certifications](#) in the search help page.



### Ownership and Self-Certifications



DSBS

Print Exit Help

DSBS Quick Market Search TM OnLine

Ready

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

### Ownership and Self-Certifications

- Any Minority Owned:
  - Any Native American Owned:
    - Tribally Owned
    - Alaskan Native Corp (ANC) Owned
    - Native Hawaiian Org (NHO) Owned
    - Other Native American
  - Other Minority Owned
- Community Development Corporation (CDC) Owned
- Self-Certified Small Disadvantaged Business
- Service Disabled Veteran Owned
- Veteran Owned (including Service Disabled Veteran Owned)
- Any Women-Owned Small Business: ([search help](#))
  - Women-Owned Small Business under the Women-Owned Small Business Program ([more information](#))
  - Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
  - Women-Owned Small Business Joint Venture
  - Economically Disadvantaged Women-Owned Small Business Joint Venture

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))



### Specific Nature of Business



DSBS

- Skip Navigation Accessibility Options
- Print Exit Help
- DSBS Quick Market Search TM OnLine

Ready

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

### Specific Nature of Business

NAICS Code(s):  Any  All (slower)  [Help](#)

"Buy Green" NAICS Code(s):  Any  All (slower)  [Help](#)

Keywords:  Any  All (slower)  [Help](#)

### General Nature of Business

Manufacturing  Construction  Research & Development  Services

Has TECH-Net Award(s).

(Note: [TECH-Net](#) is an SBA web site related to Research & Development. But "Has TECH-Net Award(s)" is independent of "Research & Development".)

### Profile Last Updated

On or before  On or after

### Minimum Acceptable Bonding Levels

Construction Bonding Level (per contract)

Construction Bonding Level (aggregate)

Scroll down

Hit submit

SBA Search Results

## Table Listing, where

the firm is active in searches;  
 the firm is at least one of: women owned, WOSB and/or EDWOSB;  
 the firm is small in any of these NAICS codes: 332994;  
 and randomized by original start time of search: 2012-04-26 10:07:17 AM.

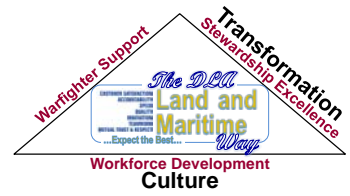
Data validation took 0.06 seconds. The count and search queries took 10.28 seconds and 10.93 seconds, respectively.

Displaying profiles 1 - 25 (of 188 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
<a href="#">1</a>	<a href="#">RAPID MACHINE SHOP</a>	ALBERTO D. MARTINEZ	7206 ECKHERT RD. SUITE 9 SAN ANTONIO, TX 78238-1256	CNC MILL AND LATHE MILLING OF ALUMINUM STEELS STAINL STEELS TITANIUM SPECIAL ALLOYS AND PLASTICS REVERSE ENGINEERING, MASTERCAM CMM FARO ARM SOFTWARE VERI 4TH AXIS CAPABILITIES
<a href="#">2</a>	<a href="#">BRANAE HOLDINGS, LLC</a>	GARY CROCKETT	402 6TH ST TALLULAH, LA 71282-2150	Project Management, Business Process Design, QA and Testir Services, Software Development, Packaged Software Impleme services, IT and Planning, Engineering Recruitment and Place Secure RFID Research and Development and Engineering serv
<a href="#">3</a>	<a href="#">CONTOUR MACHINING INC</a>	CONTOUR MACHINING INC	640 FARGO AVE ELK GROVE VILLAGE, IL 60007-4701	
<a href="#">4</a>	<a href="#">NORTHWEST GOVERNMENT SOLUTIONS</a>	MELANIE NEWTON	971 S SERENE VIEW DR POST FALLS, ID 83854-6364	



# Business Counseling Center (BCC)



The purpose of the BCC:

- Assist Small Businesses in their search for business opportunities
- Provides one-on-one counseling sessions
- DIBBS help desk support
- Provides a conference area for suppliers and DLA Land and Maritime associates to meet

Hours of the BCC are 8:30AM to 4:00PM EST M-F  
Located in Building 20, Room B117S



# Procurement Technical Assistance Centers (PTACs)



- DLA Land and Maritime's Office of Small Business Programs work with the nearly 100 PTAC offices across the country so they can teach potential small suppliers how to do business with DLA
- PTACs are funded by DLA (50%) and by State and Local Governments to offer this type of training

<http://www.aptac-us.org/new>



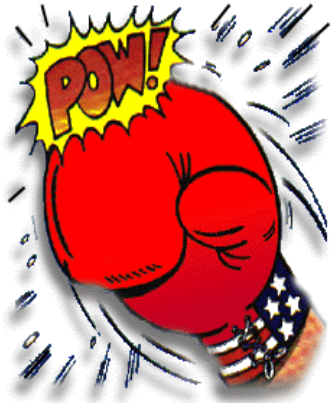
# Free Supplier Training at DLA Land and Maritime (Columbus, Ohio)



**T** Training

**K** Knowledge

**O** Opportunities  
Free Seminars



**FY12 Schedule:**

October 18-19

March 13-14

May 15-16

August 21-22

FY 13 - October 16-17

## Doing Business With DLA:

- Getting Started
- Assistance in your area (PTACs)
- Small Business Programs
- **Quoting on DLA Internet Bid Board (DIBBS)**
- Alternate Offers
- Quality requirements
- Packaging
- How to get technical data
- Radio Frequency Identification
- Payment Processing  
(Wide Area Work Flow)

**3-hour On-the-Road TKOs (DIBBS) are hosted across the country upon request each year**



# DLA Land and Maritime

## 800-262-3272 or 614-692-3541



<b>Vikki Hawthorne</b> vikki.hawthorne@dla.mil	<b>Associate Director, Land and Maritime Office of Small Business Programs</b>	<b>614-692- 4864</b>
<b>Will Chavez</b> william.chavez@dla.mil	<b>Land Small Business Specialist</b>	<b>614-692- 1288</b>
<b>Tom Comeans</b> Thomas.comeans@dla.mil	<b>Land Small Business Specialist</b>	<b>614-692- 8508</b>
<b>Tom Pfenning</b> thomas.pfenning@dla.mil	<b>Land Small Business Specialist</b>	<b>614-692- 1494</b>
<b>James Secrist</b> james.secrist@dla.mil	<b>Maritime Small Business Specialist</b>	<b>614-692- 7346</b>
<b>Dwight deWeaver</b> dwight.deweaver@dla.mil	<b>Maritime Small Business Specialist</b>	<b>614-692- 7935</b>
<b>William Willis</b> william.willis@dla.mil	<b>Maritime Small Business Specialist</b>	<b>614-692- 3541</b>
<b>Kevin Scoles</b> kevin.scoles@dla.mil	<b>Business Opportunity Specialist</b>	<b>614-692-3377</b>
<b>Scott Rybicki</b> scott.rybicki@dla.mil	<b>DLA-Warren Small Business Specialist (TACOM)</b>	<b>586-282-1018</b>
<b>Vacant</b>	<b>DLA-Mech Small Business Specialist (NAVICP)</b>	<b>---</b>
<b>Brad Holtzapple</b> brad.holtzapple@dla.mil	<b>DLA-Aberdeen Small Business Specialist (CECOM)</b>	<b>443-861-4527</b>
<b>Connor Lewis</b> connor.lewis@dla.mil	<b>Administrative Support</b>	<b>614-692-3948</b>





# Questions

