



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Doing Business with DLA

**Coleen McCormick**  
**Associate Director**  
**Office of Small Business**  
**Programs**



# 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.**





# Current DLA Scope and Impact

- **A \$38 Billion Global Enterprise**
  - More than 25,000 military and civilians
  - 48 States / 28 countries
- **Managing nearly 5.3 Million line items via nine supply chains**
  - Supply 88% of all Military Services' repair parts and nearly 100% of fuel and troop support consumables
  - Support over 2,400 weapons systems
- **Primary DoD receipt, stow and issue warehouse**
- **Reverse logistics processor...reutilization and disposal**
- **Foreign Military Sales (FMS) and Humanitarian Aid**
  - \$2.1 Billion sales supporting 110 Nations
  - Haiti relief, Sandy response, etc.
- **A “Day in the Life” of DLA:**
  - 10,000 procurement actions
  - 50,000 receipts and issues
  - 100,000 orders
  - 99.2M Barrels of fuel sold





# Full Spectrum Global Support

## Supply Chains

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

## Theater Support

- DLA Europe & Africa
- DLA Pacific
- DLA Central



**USNORTHCOM**



**USEUCOM**



**USCENTCOM**



**USPACOM**



**USSOUTHCOM**



**USAFRICOM**

## Distribution

- 24 Distribution Centers
- \$78B DoD Inventory
- 52M sq ft covered storage

## Disposition Services

- Co-located with customers
- Disposal Management Solutions
- Reverse Logistics

## Strategic Materials

- Critical items such as titanium, cobalt, and tungsten

## Services

- DLA Document Services
- DLA Logistics Information Services
- DLA Transaction Services



# DLA Small Business Accomplishments

Small Business Category	DLA Goal 2016 (%)	2015 DLA Achievement (%)	2015 DLA Achievement (\$)	2014 DLA Achievement (%)
<b>Small Business</b>	32.0%	35.47%	\$8.73 Billion	34.34%
<b>VOSB</b>	N/A	5.25%	\$1.29 Billion	4.01%
<b>SDVOSB</b>	3.0%	2.20%	\$543 Million	1.73%
<b>SDB</b>	5.0%	5.66%	\$1.39 Billion	4.18%
<b>WOSB</b>	5.0%	4.94%	\$1.21 Billion	4.01%
<b>HUBZone</b>	3.0%	1.64%	\$404 Million	1.42%



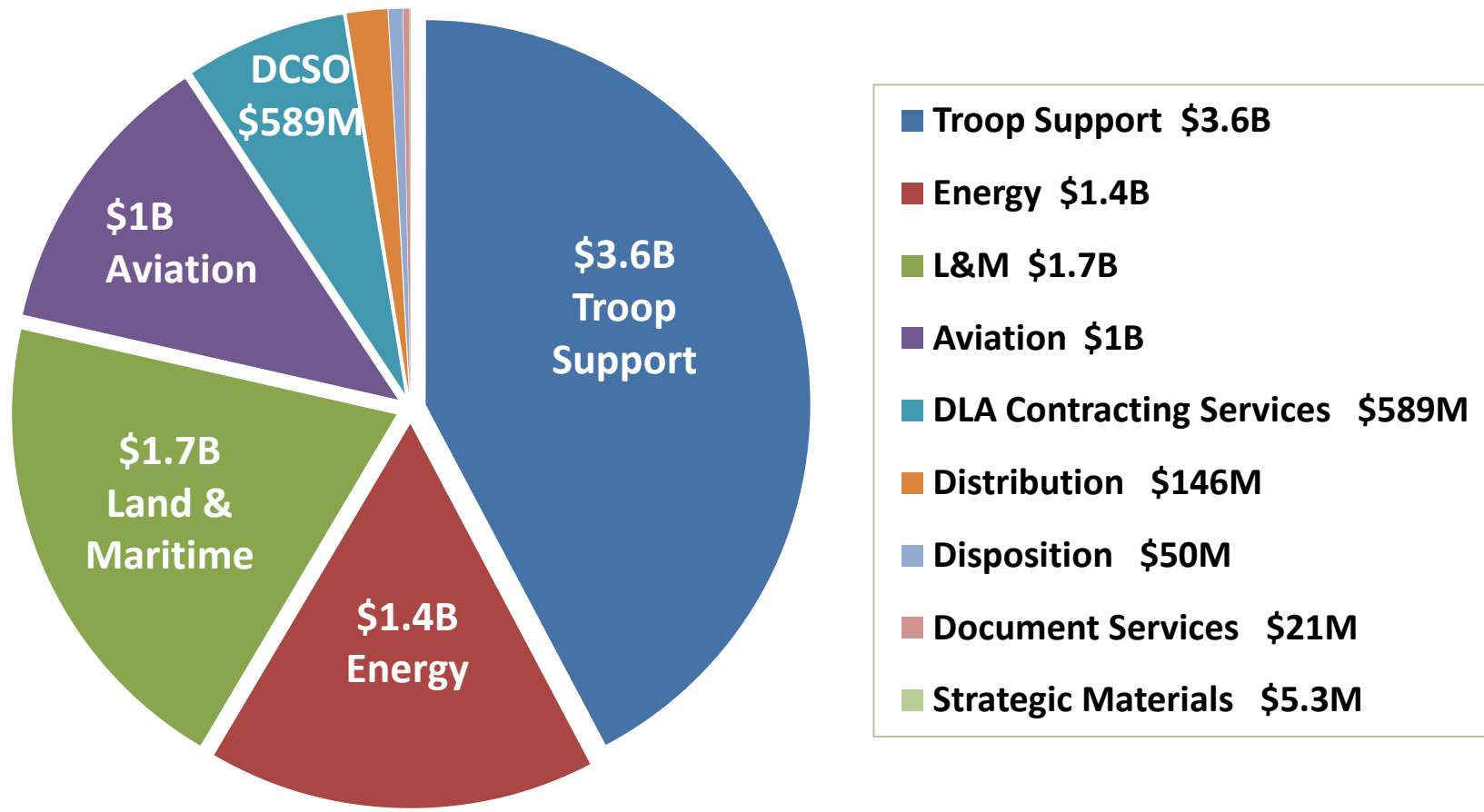
# DLA FY15 Top 15 NAICS Codes

## SPEND

324110	(PETROLEUM REFINERIES)	\$8,149,533,049.08
325411	(MEDICINAL AND BOTANICAL MANUFACTURING)	\$2,581,566,187.07
336413	(OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$2,289,853,824.59
424210	(DRUGS AND DRUGGISTS' SUNDRIES MERCHANT WHOLESALERS)	\$1,986,027,421.15
423850	(SERVICE ESTABLISHMENT EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS)	\$983,782,554.21
423450	(MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS)	\$981,971,395.76
424410	(GENERAL LINE GROCERY MERCHANT WHOLESALERS)	\$664,064,972.28
423610	(ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND RELATED EQUIPMENT MERCHANT WHOLESALERS)	\$561,735,467.66
311812	(COMMERCIAL BAKERIES)	\$479,567,131.53
336412	(AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)	\$452,783,886.85
424720	(PETROLEUM AND PETROLEUM PRODUCTS MERCHANT WHOLESALERS (EXCEPT BULK STATIONS AND TERMINALS))	\$436,773,980.56
541519	(OTHER COMPUTER RELATED SERVICES)	\$391,057,049.75
334511	(SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$336,419,586.18
334419	(OTHER ELECTRONIC COMPONENT MANUFACTURING)	\$291,415,994.50
493190	(OTHER WAREHOUSING AND STORAGE)	\$290,200,274.37



# FY15 Total Small Business Spend By Activity





**Overall FY15 Small Business DLA Spend - \$8.7B**




Deliver the right solution on time, every time

# DLA Overview...Demand/Supply Chains

Aviation
<i>Richmond</i>
<ul style="list-style-type: none"> <li>• Aviation Original Equipment Mfr (OEM) Items</li> <li>• Engines / Airframes</li> <li>• Aviation Supply Chain Commodities</li> </ul> 

Land	
Maritime	
<i>Land &amp; Maritime, Columbus</i>	
<ul style="list-style-type: none"> <li>• Wheeled Vehicles</li> <li>• Tracked Vehicles</li> <li>• Batteries</li> <li>• Nuts &amp; Washers</li> <li>• Converters</li> </ul> 	<ul style="list-style-type: none"> <li>• Valves/Hardware</li> <li>• Fluid Handling</li> <li>• Electronics</li> <li>• Motors</li> <li>• Packing/Gaskets</li> </ul> 

Energy
<i>Ft. Belvoir</i>
<ul style="list-style-type: none"> <li>• Petroleum</li> <li>• Natural Gas</li> <li>• Alternative Fuels</li> <li>• Renewable Energy Sources</li> <li>• Electricity Services</li> </ul> 

## Clothing & Textile

## Medical


## Subsistence

## Construction & Equipment

## Industrial Hardware

### *Troop Support, Philadelphia*

- Recruit Clothing
- Organizational Clothing Equipment



- Pharmaceutical
- Medical/ Surgical Equipment



- Institutional Feeding
- Operations Rations
- Produce



- Construction
- Equipment



- Screws, Nuts, Bolts
- Clamps, O-rings, Brackets,
- Benchstock

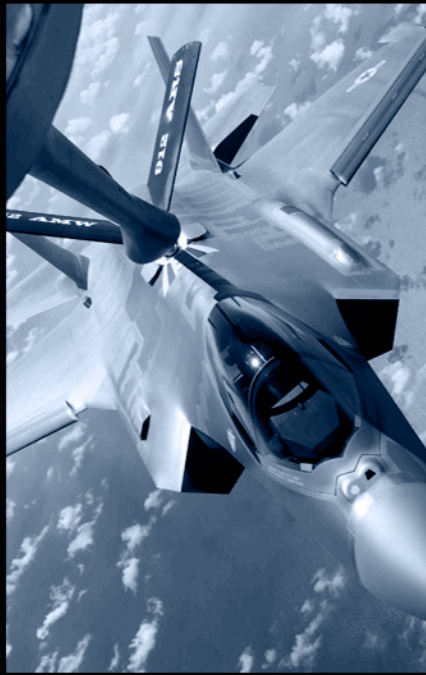






# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Land and Maritime



# Our Vision...

## *The DLA*

- WARFIGHTER LOGISTICS EXCELLENCE
- ACCOUNTABILITY
- TEAMWORK
- URGENCY
- AGILITY
- INNOVATION
- COMMITMENT
- INTEGRITY
- DIVERSITY
- MUTUAL TRUST & RESPECT

# Land and Maritime

...Expect the Best...

## *Way*

***“The DLA Land and Maritime Way: We provide Warfighter Logistics Excellence through Accountability, Teamwork, Urgency, Agility, and Innovation Built upon a Commitment to Integrity, Diversity, and Mutual Trust and Respect.”***



Deliver the right solution on time, every time

# Defense Supply Center Columbus (DSCC) The Installation



**Defense Supply Center Columbus  
plus 26 other tenant organizations exist  
on 520 acre installation**



# Organizational Orientation Leadership Team



**Deputy Commander**  
Mr. James McClaugherty, SES



**Prospective Commander**  
RDML Michelle Skubic, SC, USN



**Acquisition Executive**  
Mr. Milton K Lewis, SES



**Chief of Staff**  
Mr. Griff Warren  
Mr. Dave Szczublewski, Deputy



# Organizational Orientation Leadership Team



**DLA Land Customer Operations**  
COL Dale Farrand, USA  
Mr. Eugene Williams, Deputy



**DLA Land Supplier Operations**  
COL Yee Hang, USA  
Ms. Linda Johnson, Deputy



**DLA Maritime Customer Operations**  
CAPT Brian Ginnane, USN  
Mr. Don Schulze, Deputy



**DLA Maritime Supplier Operations**  
CAPT Jeff Schmidt, USN  
Mr. Ben Roberts, Deputy



**Strategic Acquisition Programs Directorate**  
CAPT Justin Debord, USN  
Mr. Stephen Rodocker, Deputy



# Organizational Orientation Leadership Team

## Depot Level Repairables Detachments



DLA Land Warren  
Mr. Vito Zuccaro  
Mr. Bryon Gerwolds, Deputy



DLA Maritime Mechanicsburg  
Mr. Brian Watkins



DLA Land Aberdeen  
Mr. Doug Nevins  
Mr. Stephen Bianco, Deputy



## Shipyard Detachments



DLA Maritime Norfolk  
CDR Michael Winn, USN  
Mr. Joe Long, Deputy



DLA Maritime Puget Sound  
CDR Brian Mai, USN  
Mr. Brian Mueller, Deputy



DLA Maritime Portsmouth  
CDR(S) Joe Gilmore, USN  
Mr. Thomas "Pat" Moore, Deputy



DLA Maritime Pearl Harbor  
CDR Tom Marszalek, USN  
Vacant, Deputy



# Organizational Orientation Leadership Team



Business Process Support  
Ms. Barbara Robertson



Procurement Support  
Mr. Mark Brown  
Ms. Kelly Vingle, Deputy



Engineering & Technical Support  
Mr. Todd Lewis  
Mr. Kendall Cottongim, Deputy



Product Test Labs  
Ms. Jamie Hieber, Acting



Office of Counsel  
Ms. Gwendolyn Hoover  
Mr. Michael Gordon, Deputy



People & Culture  
Col Brad Tannehill  
Dr. Robert Boggs, Deputy



Small Business  
Ms. Coleen McCormick



EEO  
Mr. Charles Palmer



Internal Review  
Ms. Melanie Schmechel



Executive Programs  
Ms. Janet Bunnell



Public Affairs  
Mr. Michael Jones



Information Operations (J6)  
Ms. Kari Riskedahl



Human Resources  
Ms. Lisa Holley



Financial Operations (J8C)  
Mr. Oscar Mitchell  
Mr. Robert Callahan, Deputy



Site Director  
Mr. Dan Bell  
Mr. Todd Jenkins, Deputy



AFGE  
Ms. Robin Menafee

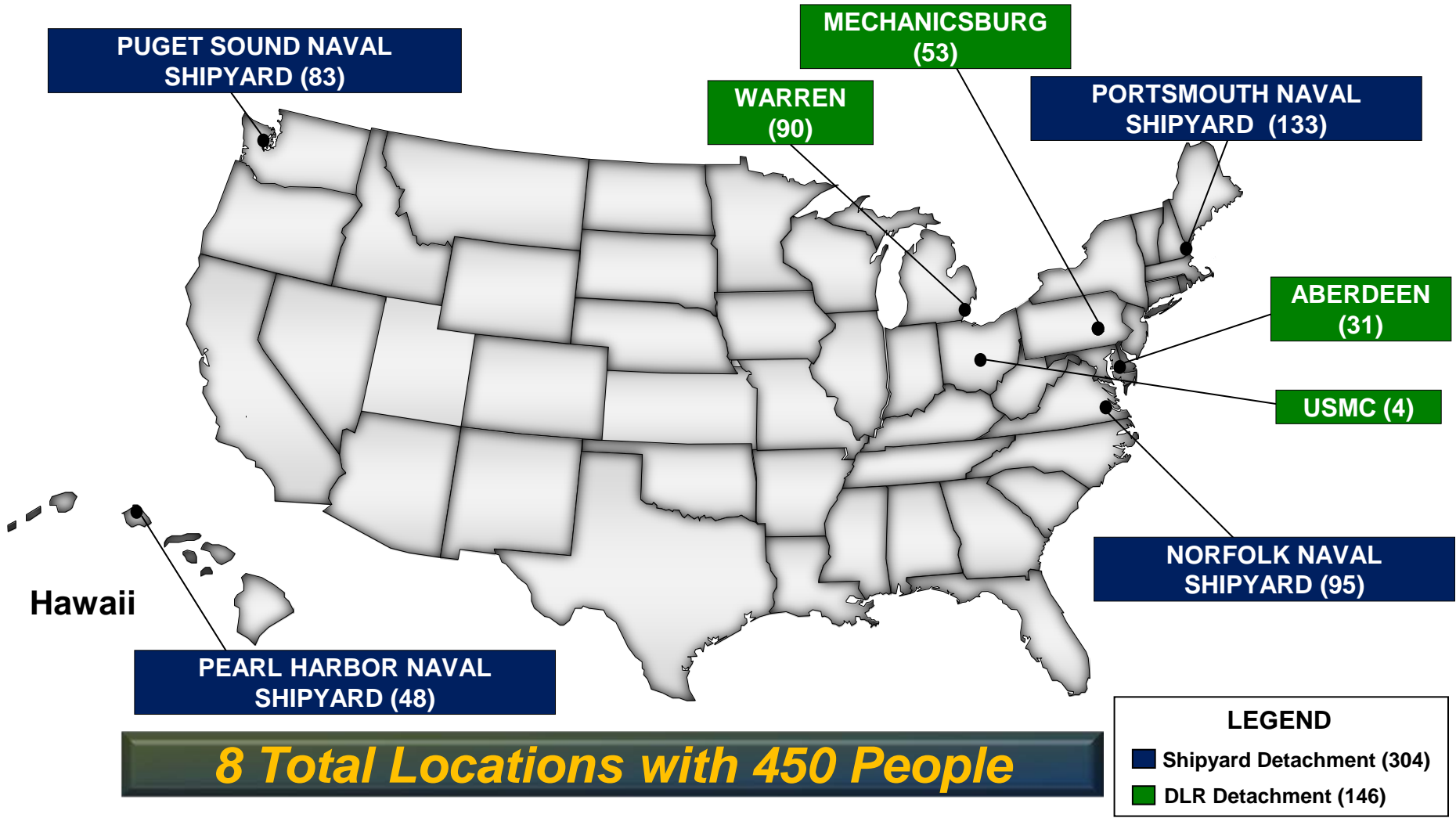


IFPTE  
Mr. Keith Jenkins



Deliver the right solution on time, every time

# Organizational Orientation Detachments

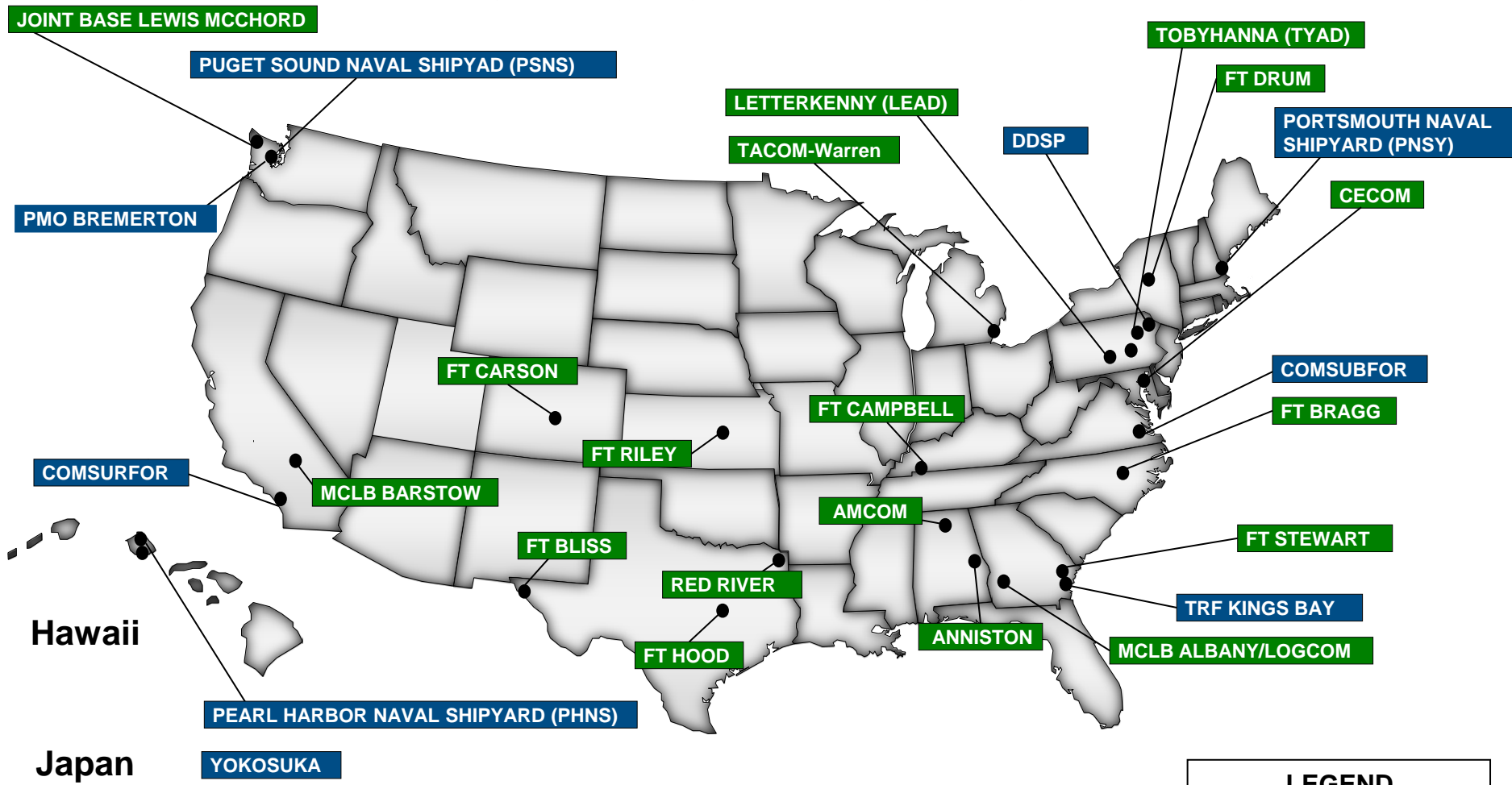






Deliver the right solution on time, every time

# DLA Land and Maritime Forward Execution



**27 Total Locations with 42 People**

LEGEND	
<span style="color: green;">■</span>	Fwd Exec/Land (31)
<span style="color: blue;">■</span>	Fwd Exec/Maritime (11)



# DLA Land and Maritime Business Profile (FY15)

## Wholesale Sales

- FY07 \$3.2B
- FY08 \$3.4B
- FY09 \$4.0B
- FY10 \$4.3B
- FY11 \$4.4B
- FY12 \$4.1B
- FY13 \$3.1B
- FY14 \$3.0B
- FY15 \$3.4B

## Sales by Wholesale Chain

- Land \$1.8B
- Maritime \$1.6B

## Foreign Military Sales

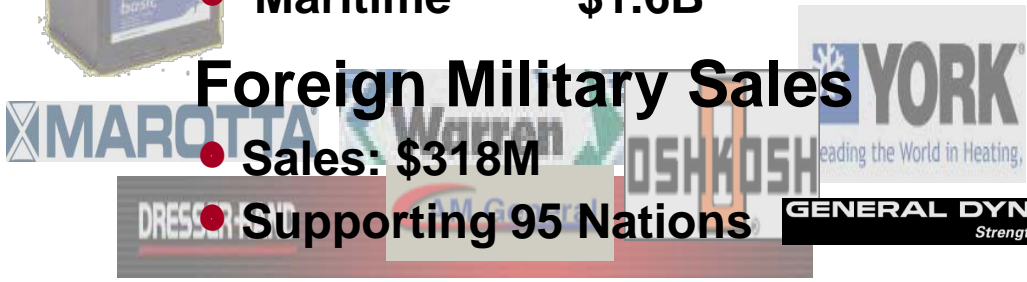
- Sales: \$318M
- Supporting 95 Nations

## Scope of Business

- 9.3M Requisitions/Year
- 661K+ Contracts/Year
- 1,812 Contracts & \$10.7M/Day
- 1.9M NSNs
- 2.0 K+ Weapon Systems
- 14.6K+ Customers
- 6.4K+ Suppliers

## Our People

- 2,500 Civilians
- 68 Active Duty
- 32 Reserve





# Business Units and Roles

## DLA Land and Maritime

### Customer Operations

#### Land Operations Officer

- 12.4 K Customer DoDAACs
- 6.3 M Requisitions Annually
- Worth \$3.6 B
- Materiel Availability: 95.32%



USMC SYSCOM

TACOM

AMCOM

#### Maritime Operations Officer

- 2.2 K Customer DoDAACs
- 3.0 M Requisitions Annually
- Worth \$2.0 B
- Materiel Availability: 93.14%



Coast Guard

Fleet Forces Cmd

USASAC



SURFOR Atlantic

SURFOR Pacific

- Single Customer Touch Point
- Demand Planning/Forecasting

### Single Face to Warfighters



# Business Units and Roles

## DLA Land and Maritime

### Supplier Operations

#### Land

- 511 K NSNs (FY15)
- FY12 Sales: \$2.180B
- FY13 Sales: \$1.898B
- FY14 Sales: \$1.587B
- FY15 Sales: \$1.495B
- Key Commodities: Tires, Small Arms, Wheeled & Tracked Vehicle Spares, Armored Components
- Material Availability: 88.73%



**Total Suppliers: 18,780**

#### Maritime

- 1.830 M NSNs (FY15)
- FY12 Sales: \$1.730B
- FY13 Sales: \$1.430B
- FY14 Sales: \$1.440B
- FY15 Sales: \$1.293B
- Key Commodities: Hoses, Fittings, Valves, Pumps, Wire/ Cable, Electronics (microcircuits, antennas, connectors)
- Material Availability: 89.63%



**Total Suppliers: 35,084**



# Business Units and Roles DLA Land and Maritime

## Strategic Acquisition Programs Directorate

9

**Strategic  
Supplier  
Alliances  
(SSA)**

### SAPD Business Highlights

- NSNs Covered on LTC: 51,828
- Annual Demand Value on LTC: \$706M
- FY16 Goal: - \$57M

11

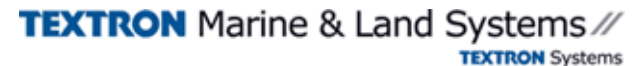
**Supply  
Chain  
Alliances  
(SCA)**



Pending DEFENSE



Serving Government and O.E.M.



**Committed to Long Term Contracts & Program Management**



# Business Units and Roles DLA Land and Maritime

## Depot Level Repairables (DLR) Detachments

### Aberdeen

FY15

- **251 Contracts - \$142M**
- **Systems:** C4ISR
- **Components:** Navigation/GPS, Radars, Sensors, Grnd & Satellite Comm, Power Generation
- **FTE: 28**



### Mechanicsburg

FY15

- **4,991 Contracts - \$346M**
- **Systems:** Surface & Submarine
- **Components:** HM&E, Comm/ Surveillance, Combat Systems
- **FTE: 44**



### Warren

FY15

- **945 Contracts - \$279M**
- **Systems:** Wheeled, Tracked Vehicles, MHE, Chem Bio
- **Components:** Wheel & Tire Assy, Track, Engines, Transmissions, Armaments, Containers
- **FTE: 71**



### Albany

FY15

- **128 Contracts - \$21M**
- **Systems:** LAV
- **Components:** Engines, Transmissions, Armaments, Containers
- **FTE: 4**





# Business Units and Roles

## DLA Land and Maritime

### *Shipyard Detachments*

#### **Norfolk NSY**

- 9,000 Stocked Items Worth \$35M
- CVN, LA Class
- TRIDENT Overhauls
- Fwd MCM, PC Support
- 95 FTE



#### **Puget Sound NSY**

- 5,000 Stocked Items Worth \$28.2M
- CVN, LA & SEAWOLF Class
- TRIDENT Overhauls
- IMF Support
- 78 FTE



#### **Pearl Harbor NSY**

- 7,300 Stocked Items Worth \$18.4M
- LA & VA Class
- L-Decks
- Multi class CMAV Avails
- 53 FTE



#### **Portsmouth NSY**

- 5,000 Stocked Items Worth \$13.1M
- LA & VA Class
- Level 1 Subsafe COE
- 132 FTE





# Acquisition Approaches

Strategic



Tactical

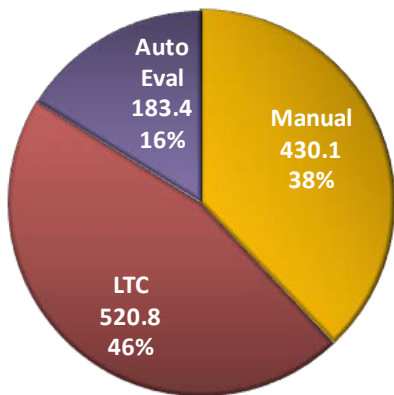
- **Performance Based Logistics (PBL) Agreements**
- **Acquire Whole Supply Chains**
  - *Privatization (e.g., Tires)*
- **Acquire Integrated Supplies and Services**
  - *Custom PBLs for Specific Customers*
- **Acquire Strategic Materials with Flexible Response**
  - *Long Term Contracts*
    - *Performance Requirements*
- **Transactional Spot Buys**
  - *Leverage Automation*
    - *Auto Eval*
    - *Manual*



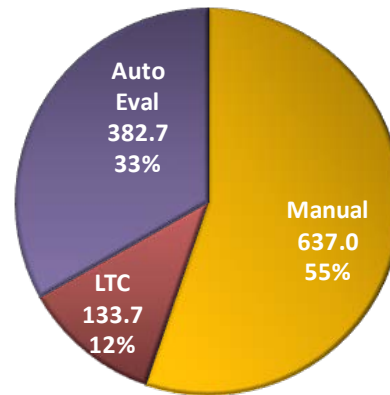


# Spend Distribution By Contract Type FY16 (Through Jul 16)

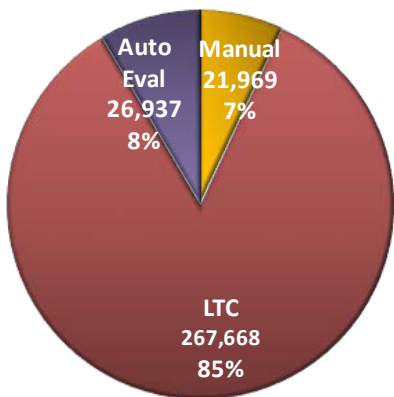
## Land Dollars



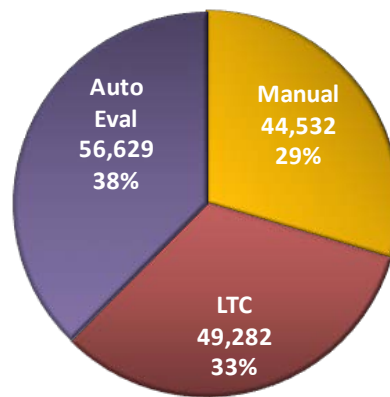
## Maritime Dollars



## Land Award Actions



## Maritime Award Actions



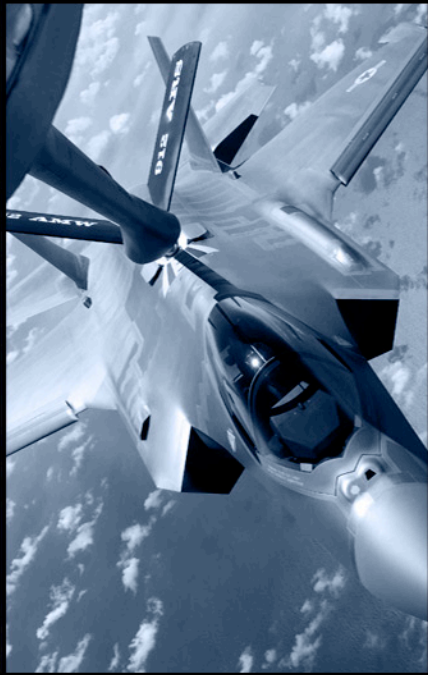
LTC = Long Term Contracts

Auto Eval = Automated Evaluation



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Aviation

August 2016



# DLA Aviation

**DLA Aviation, a field activity of DLA, supports 1,340 weapon systems as the military's primary source for more than 1.2 million repair parts and operating supply items with FY15 annual sales valued at \$4.2B. In FY15, DLA Aviation's dedicated team of over 3,200 professionals served over 14,082 customers and awarded contracts to 4,543 suppliers.**

**DLA Aviation is responsible for supply at six major industrial maintenance, repair, and overhaul facilities, and for storage operations at three. Our five depot-level reparable (DLR) procurement organizations execute more than 2,300 contract actions valued at more than \$1.7B**





# DLA Aviation

## AVIATION: CLASS IX

- Engine Components
- Air Frames
- Flight Safety Equipment
- Aviation Lighting
- Bearings
- Commodities
- Electronics
- Missiles

## Aviation Initiatives

- Strategic Long Term Contracting
  - Commodity Based
  - Weapon System Tailored Solutions
- Operational Customer Support
- Time to Award
- Industrial Support
- DLR Procurements

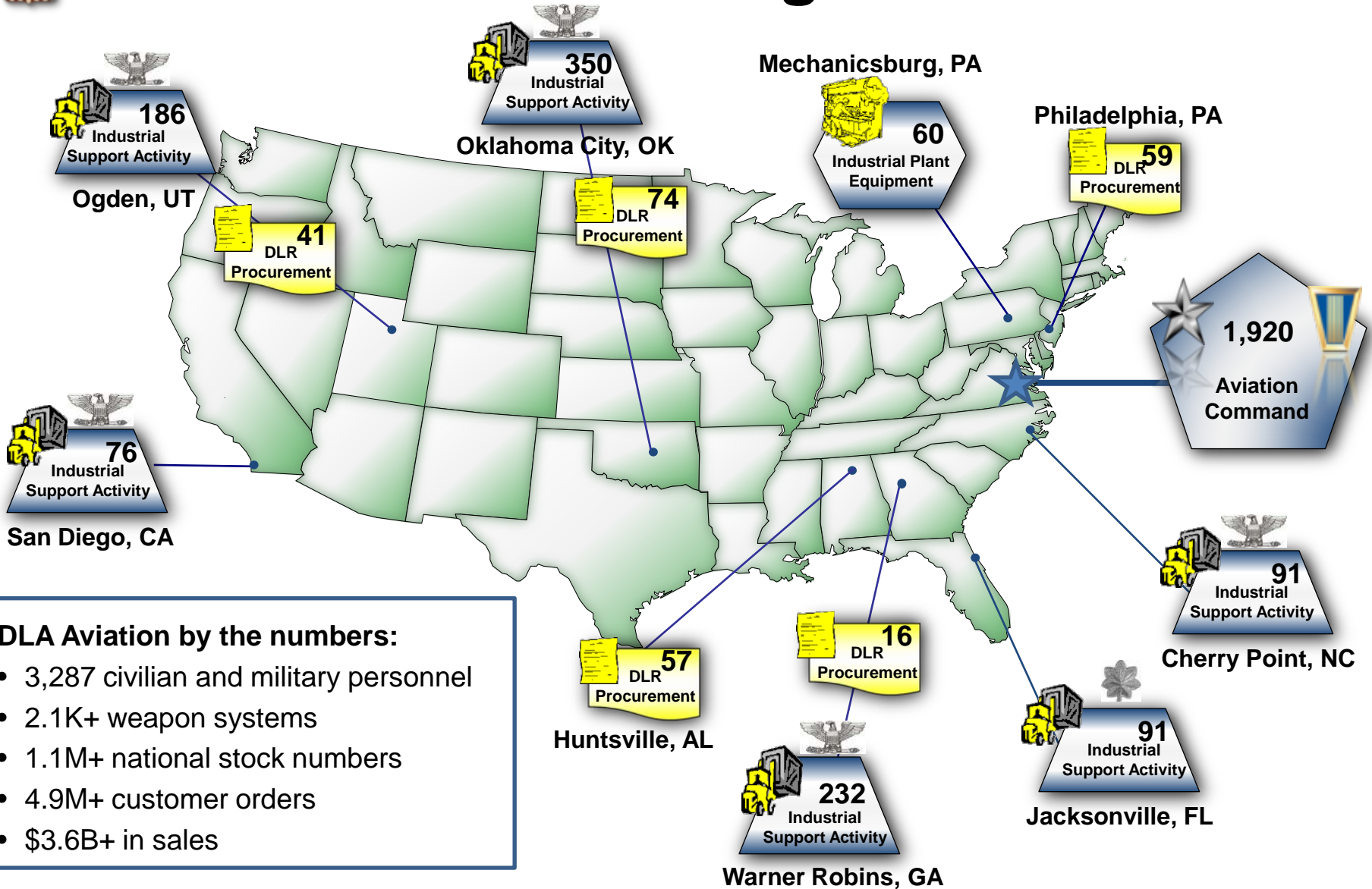
## ADDITIONAL AVIATION:

- Maps
- Environmental Products
- Packaged Petroleum
- Industrial Gases





# DLA Aviation Organization



## DLA Aviation by the numbers:

- 3,287 civilian and military personnel
- 2.1K+ weapon systems
- 1.1M+ national stock numbers
- 4.9M+ customer orders
- \$3.6B+ in sales



# Aviation FY16 Operating Plan

## Operating Plan Focus Areas

Aviation focuses attention on areas that highlight Aviation's commitment to:

- mastering its basic business
- increasing retail efficiency
- **maximizing our strategic engagement**
- building and improving our people and culture pursuing process excellence
- being good stewards of the resources entrusted to us.



**Performance Objective:  
Achieve Small Business goals**

## FY15 Results:

- \$1.1B dollars awarded to SB
- Performance at 27.4%
- Exceeded Goal of 26.26%
- Aviation total dollars spent \$3.9B

## FY16 To Date:

- Performance at 26.4%
- SB dollars spent \$959M
- Aviation total dollars spent \$3.6B



# Aviation Small Business

## Small Business Engagement

- **Business Opportunity Center Training:**
  - 800-227-3603
- **Program Management:**
  - HUBZone: 804-279-1342
  - SDV: 804-279-3877
  - 8(a): 804-279-4091
  - WOSB: 804-279-3287
- **Source Approval Program:**
  - 804-279-5114
- **Supplier Outreach & Counseling**
- **Ombudsman Service**
- **DLA Contracting Services SB Office:**
  - 215-737-8514
- **Subcontracting Opportunities;**  
<http://www.dla.mil/HQ/SmallBusiness/Business/Subcontracting.aspx>

## FY16 Small Business Initiatives

- Strategic Long Term Contracting
  - Commodity Based
  - Weapon System Tailored Solutions
- Unawarded Solicitation Opportunities
- Tactical Procurement Set-Asides

Doing Business With  
DLA Aviation



**Small Business  
Office:**

**804-279-3287**

**[www.dla.mil/Aviation/Business/IndustryResources/SBO.aspx](http://www.dla.mil/Aviation/Business/IndustryResources/SBO.aspx)**



# How DLA Buys

Fully  
Competitive

Drawings/Specs – Can be accessed through **CFolder** located within the bid board on open solicitations

IAW BASIC DRAWING NR 98897 4P51036 REVISION NR P DTD 06/24/1991 PART PIECE NUMBER: 4P51036-143A

Part Numbered

Approved Manufacturer Part Number. If not an approved Source, you have to submit a **Source Approval Request**

AERO COMPONENTS INC DBA 59213 P/N 123P10368-1  
NORTHROP GRUMMAN SYSTEMS 26512 P/N 123P10368-1

Qualified  
Products List

Requires demonstration of capability to perform; qualifying activity listed on QPL

QPL APPLIES  
IAW BASIC SPEC NR MIL-DTL-85694A

<http://www.dla.mil/Aviation/Offers/Services/AviationEngineering.aspx>





# Engineering Requirements

Critical Application

An item that is essential to weapon system performance or operation.

Critical Safety Items

A part for an aircraft that contains a characteristic that if malfunctioned could cause catastrophic failure resulting in the loss of the aircraft or loss of life.

First Article Testing

Testing & evaluating conformance with specified contract requirements before or in the initial stage of production.

Production Lot Testing

Test of a randomly selected sample from a production lot to verify that it was produced in accordance with all requirements.

<http://www.dla.mil/Aviation/Offers/Services/AviationEngineering.aspx>



# DEFENSE LOGISTICS AGENCY

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## DLA Troop Support

August 2016



Deliver the right solution on time, every time

# DLA Troop Support

## How we do it... Integrated Support



**Supporting America's Warfighters**



Deliver the right solution on time, every time

# DLA Troop Support

Class IV & VII –

Class I – Subsistence

FY15 Contract Dollars = **\$2B**



Class II – Clothing & Textiles

FY15 Contract Dollars = **\$1.4B**



Construction & Equipment

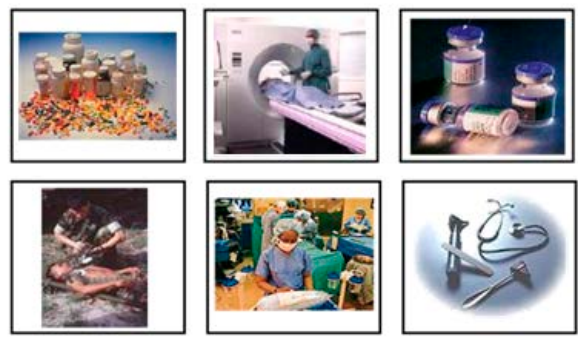
FY15 Contract Dollars = **\$2.8B**



Over \$12.9B Total Troop Support

Class VIII – Medical

FY15 Contract Dollars = **\$6.2B**



Class IX –

Industrial Hardware

FY15 Contract Dollars = **\$500M**





# Subsistence Supply Chain

## Effective and efficient logistical support

### Three Types of Tailored Programs

#### *Prime Vendor*

- ✓ Garrison Feeding
- ✓ Fleet Feeding

#### *Long Term Contracts*

- ✓ Rations
- ✓ Fresh Fruit and Vegetables
- ✓ Bread and Pastries
- ✓ Dairy
- ✓ Soda
- ✓ Food Prep Equipment
- ✓ Field Feeding Equipment

#### *Traditional*

- ✓ Food Prep Equipment
- ✓ Field Feeding Equipment
- ✓ Ration Items

### Executive Agency for Class I



### Variety of Products

#### Eggs to MREs, Established & Mobile Kitchens





# Thanksgiving Meals



71,000 pounds of turkey and 23,500 cakes and pies provided to Service Members overseas

Thanksgiving dinner at the Forward Operating Base Pasab, Afghanistan



# Clothing & Textiles Supply Chain

## Effective and efficient logistical support

### Long Term Contracting of Military-Unique items

- ✓ Dress and Field Uniforms
- ✓ Field Gear
- ✓ Personal Chemical Protective Items
- ✓ Body Armor
- ✓ Flight Suits
- ✓ Ecclesiastical Items
- ✓ Tentage

Develop 3PL solutions to address customer logistics challenges

### Joint Integration Agent for Class II



### Variety of Products

Boots to Uniforms to Body Armor





Deliver the right solution on time, every time

# Construction & Equipment Supply Chain

## Effective and efficient logistical support

### Three Types of Tailored Programs

#### *Prime Vendor/Tailored Logistics Support*

- ✓ Maintenance, Repairs and Operations Supplies
- ✓ Integrated Product-Support Vendor (IPV) Program
- ✓ Special Operations
- ✓ Metals & Lumber
- ✓ Lumber
- ✓ Fire Fighting & Emergency Services

#### *Long Term Contracts*

- ✓ Heavy Equipment Procurement Program
- ✓ Strategic Fastener Initiative

#### *Traditional*

- ✓ Safety & Rescue Equipment
- ✓ Containers & RFID Tags
- ✓ Lighting
- ✓ Material Handling Equipment
- ✓ Major Weapons Systems Consumable Repair Parts
  - Fastening Devices
  - Miscellaneous Hardware

### Executive Agency for Class IV



### Variety of Products

From Lumber & Light Bulbs to Bulldozers







# Construction Material

Marines prepare a generator to be lifted by an MH-60S Seahawk, to help the New York and New Jersey Port Authority move the generator from LaGuardia Airport to a damaged pier caused by Hurricane Sandy



51 generators  
in support of  
Hurricane Sandy



# Medical Supply Chain

## Effective and efficient logistical support

### Four Types of Tailored Programs

#### *Prime Vendor*

- ✓ Pharmaceuticals
- ✓ Medical/Surgical
- ✓ Navy Fleet
- ✓ War Reserve/Readiness

#### *Long Term Contracts*

- ✓ Electronic Catalog (ECAT)
- ✓ Capital Equipment/Turnkey
- ✓ Contingency Contracts

#### *Traditional*

- ✓ Vaccines
- ✓ Nerve Agent Antidotes
- ✓ Bandages & Military Dressings
- ✓ Depot Stocked/Manual Direct Vendor Delivery
- ✓ Medical Assemblies/Kitting

#### *Army Medical Materiel Agreement*

### Executive Agency for Class VIII



### Variety of Products

Combat Lifesaver (CLS) to Hospitals





# Industrial Hardware

## Effective and efficient logistical support

### 2 Types of Tailored Programs

#### *Prime Vendor/Tailored Logistics Support*

- ✓ Integrated Product-Support Vendor (IPV) Program
- ✓ Long-Term Contracts (Strategic Fastener Initiative)

#### *Traditional Support*

- ✓ Major Weapon Systems Consumable Repair Parts
  - Fastening Devices
  - Miscellaneous Hardware

### Class IX



### Variety of Products

Providing consumable repair parts for 1300 major weapon systems





# Humanitarian Assistance

- Working with combatant commanders and Federal Emergency Management Agency
- Providing full-spectrum support
  - Meals
  - Water
  - Cots
  - Blankets
  - Tents
  - Other commodities
- Relief efforts
  - Operation United Assistance (Liberia)
  - Hurricanes Sandy and Irene
  - Operation TOMODACHI (Japan)
  - Samoa and Haiti earthquakes
  - Hurricanes Gustav, Hanna and Ike
  - Hurricanes Katrina and Rita
  - SW Asia tsunami, Japan earthquake



Global support to people in need



Deliver the right solution on time, every time

# DLA Troop Support: Warfighter Driven Troop Support Done Right!

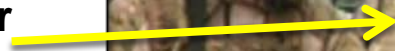
**Force Protection Barriers**  
C&E



**Helmet Assembly**  
C&T



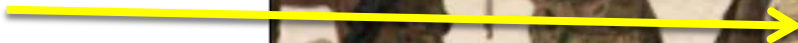
**Hydration System / Water**  
C&T / Subsistence



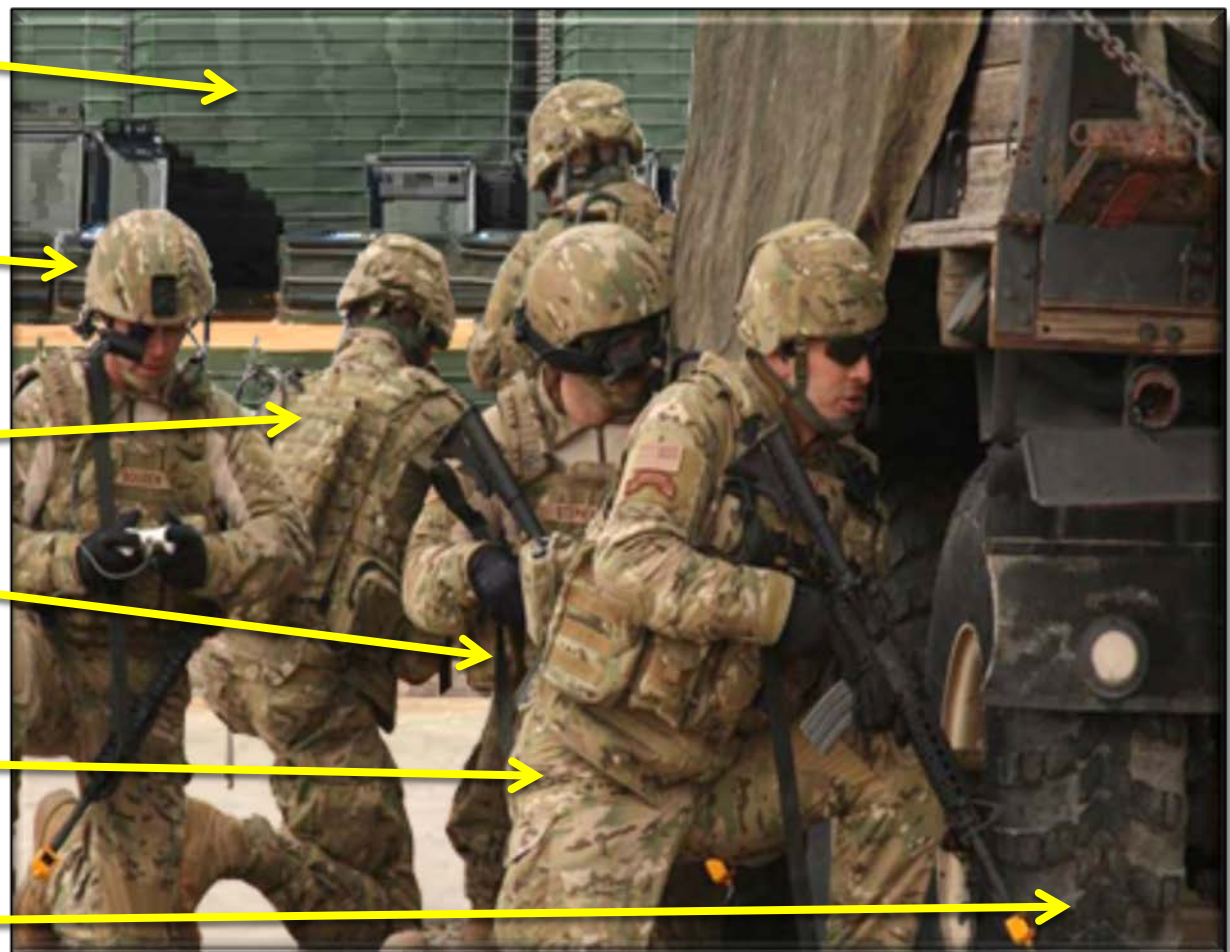
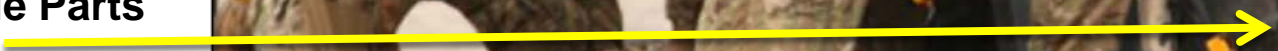
**Individual First Aid Kit**  
Medical



**OCP Multi-cam Uniform**  
C&T



**Replacement Vehicle Parts**  
Industrial Hardware





# DLA Troop Support Small Business Office

1 800-831-1110

**Clothing & Textiles:** Joann Gatica -- 215 737-5910  
Joann.Gatica@dla.mil

**Construction & Equipment:** Debbie Beller – 215 737-5907  
Debbie.Beller@dla.mil

**Medical:** Paul Rooney -- 215 737-4648  
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**Subsistence:** Andrea Ingargiola -- 215 737-5911  
Andrea.Ingargiola @dla.mil

**Industrial Hardware:** Maryellen Madeja – 215 737-5819  
Maryellen.Madeja@dla.mil

**Special Programs (AbilityOne & UNICOR):** Tyrone Lyles -- 215 737-8484  
Tyrone.Lyles@dla.mil

# Your Access to DLA Opportunities

## DLA Internet Bid Board System (DIBBS)

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

**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.

**Registered User Log In**

**Help**

- Help
  - Frequently Asked Questions ~ FAQ
  - DIBBS On-Line Quoting Help
  - Batch Quoting Help
- Contact Us

**Solicitations**

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

**References**

- Global Search
- Federal Stock Classes (FSC) managed by DLA

**Vendor Registration**

- Vendor Registration
- Registration Guidelines

**Awards**

- Awards
- Other DLA Awards
- Subsistence Blanket Purchase Agreements (BPAs)

**Technical Data**

- DLA Collaboration Folders (cFolders)
- DLA Packaninn



# What Really Works

- **Target Specific Agencies**
  - Limit Focus
  - Networking & Relationships
  - Penetrate Chosen Agencies
  - Contracting Vehicles Used by Agency?
  - Consider Subcontracting & Teaming
  
- **Continuous Marketing**
  - Keep Your SAM Profile Descriptive & Updated
  - Utilize Sources Sought Notices, Pre-Proposal Conferences & Debriefings
  - Never Say “We Do Everything”... Create a Niche
  - Limit Use of Blast Emails & Form Letters
  - Be Professionally Persistent
  
- **Manage Contracts**
  - Read RFPs. Include Personnel Certs & Proprietary Markings
  - Presentations Require Preparation and Solutions
  - Request Debriefs
  - Deliver What You Promised





# DoD Procurement Technical Assistance Program (PTAP)

## PTAC Services include:

- Helping clients understand Government contracting procedures and requirements
- Identifying marketing opportunities
- Bid matching services
- Assisting and advising clients about pre-award and post-award functions

## PTACs train clients in areas such as

- Federal contracting regulations
- Required registrations such as SAM
- Subcontracting opportunities
- Accounting procedures

PTAC Information: <http://www.dla.mil/HQ/SmallBusiness/PTAP.aspx>

National Program - assists all businesses in government contracting



# Resources

**DLA Small Business Website:**

**<http://www.dla.mil/HQ/SmallBusiness.aspx>**

**(Includes SB Associate Directors)**

**Procurement Technical Assistant Centers**

**<http://www.dla.mil/HQ/SmallBusiness/PTAP.aspx>**

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

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

**Small Business Administration (SBA)**

**<http://www.sba.gov>**

**Federal OSDBU Directors Listing <http://osdbu.gov/members.html>**

**Office of Secretary of Defense Small Business Website:**

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



Deliver the right solution on time, every time

# Why We Do It...





# QUESTIONS?

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**Associate Director  
Office of Small Business Programs  
DLA Land and Maritime**

**<http://www.dla.mil/HQ/SmallBusiness.aspx>**

**<http://www.dla.mil/LandandMaritime.aspx>**