



DLA Supply Chain Alliance Conference & Exhibition



SMALL BUSINESS

Doing Business with DLA & PTAC / APEX

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Agenda

- DLA: Who We Are and What We Do
- APEX Accelerators
- Small Business Administration
- Real World example of APEX
- Q & A



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The Defense Logistics Agency:

Who We Are and What We Do





DLA's Mission and Vision

MISSION:

Deliver readiness and lethality to the Warfighter Always and support our Nation through quality, proactive global logistics.

VISION:

As the Nation's Combat Logistics Support Agency and valued partner, we are innovative, adaptable, agile, and accountable – focused on the Warfighter Always.



- **America's Combat Logistics Support Agency**
 - *Located in 48 States/28 Countries*
 - *25K Civilians, 1300 Military*
- **Global Support To Warfighters**
 - *100K Customer Orders Per Day*
 - *10K Contract Actions Per Day*
 - *Nine Supply Chains with 5M Items*
 - *Supporting 2500 Weapon Systems*
 - *FY22: \$41.8B Sales*
- **Reach Extends Beyond DoD**
 - *Foreign Military Sales – 110 Nations*
 - *Domestic Disaster Relief – FEMA*
 - *Worldwide Humanitarian Assistance – DOS, USAID*



Defense Logistics Agency (DLA) Full Spectrum Global Support

Supply Chains

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

Fortune 500

#77		\$41.9B
		\$41.8B
#78		\$41.7B

Source: Fortune 500 Companies in the US | Ekvista

Theater Support

- DLA Europe & Africa
- DLA Pacific
- DLA Central

Distribution

- 24 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



DLA Supply Chains

<p>Aviation</p> <p><i>Richmond</i></p> <ul style="list-style-type: none"> • Aviation Original Equipment Mfr (OEM) Items • Engines / Airframes • Aviation Supply Chain Commodities 	<p>Land</p> <p><i>Land & Maritime, Columbus</i></p> <ul style="list-style-type: none"> • Automotive Parts • Tires • Batteries • Small Arms Parts 	<p>Maritime</p> <p><i>Land & Maritime, Columbus</i></p> <ul style="list-style-type: none"> • Fluid Handling <ul style="list-style-type: none"> – Pumps, Valves, Compressors – Pipe, Tube • Electrical • Electronics 	<p>Energy</p> <p><i>Ft. Belvoir</i></p> <ul style="list-style-type: none"> • Petroleum • Natural Gas • Alternative Fuels • Renewable Energy Sources • Electricity Services 
<p>Clothing & Textile</p> <p><i>Troop Support, Philadelphia</i></p> <ul style="list-style-type: none"> • Recruit Clothing • Organizational Clothing Equipment 	<p>Medical</p> <p><i>Troop Support, Philadelphia</i></p> <ul style="list-style-type: none"> • Pharmaceutical • Medical/Surgical Equipment 	<p>Subsistence</p> <p><i>Troop Support, Philadelphia</i></p> <ul style="list-style-type: none"> • Institutional Feeding • Operations Rations • Produce 	<p>Construction & Equipment</p> <p><i>Troop Support, Philadelphia</i></p> <ul style="list-style-type: none"> • Construction & Barriers • Equipment 



DLA Office of Small Business Programs

What Can the OSBP Office Do For You?

- Explain Government Procurement Terminology, Procedures and Regulations
- Identify Points of Contact
- Facilitate Communication with Agency Small Business and Contracting Personnel
- Identify Federal Supply Classes for Items and Services Your Business Provides
- Direct you to Useful Resources and Websites
- Act as an Ombudsman for Small Businesses
- Provide Free Training through Seminars and Webinars



DEFENSE LOGISTICS AGENCY
THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY

Search Defense Logistics Agency

HOME WHAT DLA OFFERS WORKING WITH DLA ORGANIZATIONS CUSTOMER SUPPORT CAREERS ABOUT DLA

HOME > SMALL BUSINESS



DLA Office of Small Business Programs

The DLA Office of Small Business Programs provides [training](#), advice, guidance and strategies to maximize opportunities for small businesses to participate in DLA's acquisition program, both as [prime contractors](#) and [subcontractors](#).



Getting Started with DLA

The Office of Small Business Programs can help you get started doing business with the Defense Logistics Agency

- [Learn How DLA Buys From Industry](#)
- [Web Apps for Working With DLA](#)
- [Free Training](#)



Opportunities and Forecasts

Find ways to do business with the Defense Logistics Agency by checking out the opportunity and forecast resources below.

- [DLA Internet Bid Board System](#)
- [Federal Contract Opportunities on SAM](#)
- [Small Business Innovation Programs](#)



Resources and Contacts

Learn about available resources provided by DLA's Office of Small Business Programs and who to reach out to for help.

- [DLA Small Business Outreach Events](#)
- [Educational Flyers](#)
- [Cybersecurity and other DoD Resources](#)
- [About DLA's OSBP](#)
- [DLA's OSBP Contacts](#)

<https://www.dla.mil/Small-Business/>



DLA Office of Small Business Programs

DLA Office of Small Business Programs – Contact Information:

DLA Headquarters, Fort Belvoir, Virginia: (571) 767-0192

DLA Aviation, Richmond, Virginia: (800) 227-3603, Email: DLAAVNSMALLBUS@dla.mil

DLA Contracting Services Office, Philadelphia, Pennsylvania: (215) 737-8514, Email: DCSO.SmallBusiness@dla.mil

DLA Disposition Services, Battle Creek, Michigan: (269) 961-4071, Email: DLA.DispositionSvcs.OSBP@dla.mil

DLA Distribution, New Cumberland, Pennsylvania: (717) 770-8442, Email: DLA.Distribution.OSBP@dla.mil

DLA Energy, Fort Belvoir, Virginia: (571) 767-9732, Email: DLA.Energy.OSBP@dla.mil

DLA Land and Maritime, Columbus, Ohio: (800) 262-3272, Email: SMBIZLandCOLS@dla.mil

DLA Strategic Materials, Fort Belvoir, Virginia: (571) 767-6500, Email: DLAStrategicMaterials@dla.mil

DLA Troop Support, Philadelphia, Pennsylvania: (800) 831-1110, Email: DLATroopSupportsbo@dla.mil

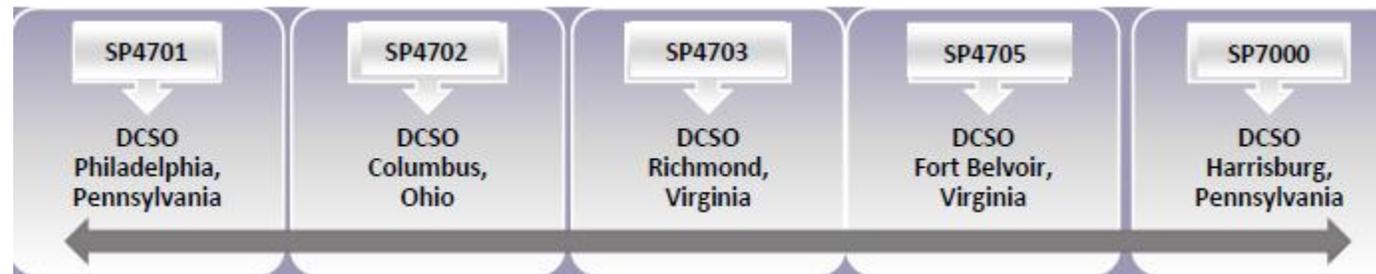


DEFENSE LOGISTICS AGENCY

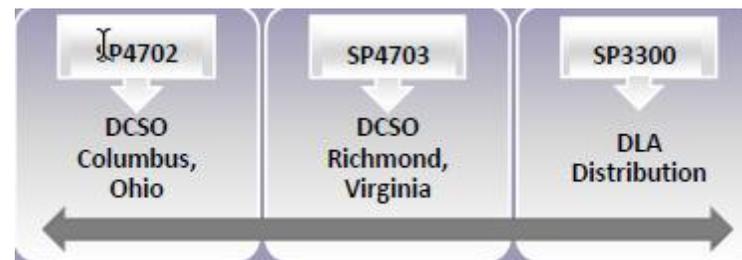


Small Business Professional Services

- Information Technology Services
 - *DLA DCSO Small Business Programs Office:*
 - Phone: (215) 737-8514 Email: DCSO.SmallBusiness@dla.mil



- Construction Services
 - *DLA Distribution Small Business Programs Office (New Cumberland, PA):*
 - Phone: (717) 770-8442 Email: DLA.Distribution.OSBP@dla.mil





Small Business Professional Services

Disposition Services

DLA Disposition Small Business Programs Office (Battle Creek, MI):

Email:

DLA.DispositionSvcs.OSBP@dla.mil

DLA Strategic Materials

DLA Strategic Materials Small Business Programs Office (Fort Belvoir, VA) Phone: 571-767-6500

Email: DLAStrategicMaterials@dla.mil





APEX

ACCELERATORS



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The APEX Accelerators serve as an axis for existing and new businesses to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains.



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APEX Accelerators Help Businesses

- Complete registration with a wide range of databases necessary for them to participate in the government marketplace (e.g., SAM)
- Identify which agencies and offices may need their products or services and how connect with buying agencies and offices
- Determine whether they are ready for government opportunities and how to position themselves to succeed
- Navigate solicitations and potential funding opportunities
- Receive notifications of government contract opportunities on a regular basis
- Network with buying officers, prime contractors, and other businesses
- Resolve performance issues and prepare for audit, only if the service is needed, after receiving an award



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APEX Accelerators are placing an emphasis on helping underserved businesses that are eligible for certain government solicitations designed for the promotion of diversity, inclusion, and equity, and guiding them throughout the entire process. APEX Accelerators will continue increasing the number of Defense Industrial Base (DIB)-ready and Government Industrial Base (GIB, including local and state governments)-ready businesses.



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APEX PARTNERS

- MEP (Manufacturing Extension Partnership)
- Mentor-Protégé Program
- Project Spectrum
- SBA (The U.S. Small Business Administration)



Industry Partner

**Laurie Moncrieff, Executive Director
Adaptive Manufacturing Solutions LLC**





Industry Partner

Educate yourself and utilize the many resources available:

- Apex Accelerators (formerly PTAC's)
- SBDC's & SBA resources
- DOD small business offices
- SBIR/STTR's
- Mentor Protégé programs – OSD & SBA
- Agile acquisition contracts
- Seek establishment of an NSN – DLA
- MEP's – NIST
- GSA Schedules
- CMMC guidance – Project Spectrum



“The only mistake you can make is not asking for help.” – Sandeep Jauhar