



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

Demand Forecast Communication to Industry

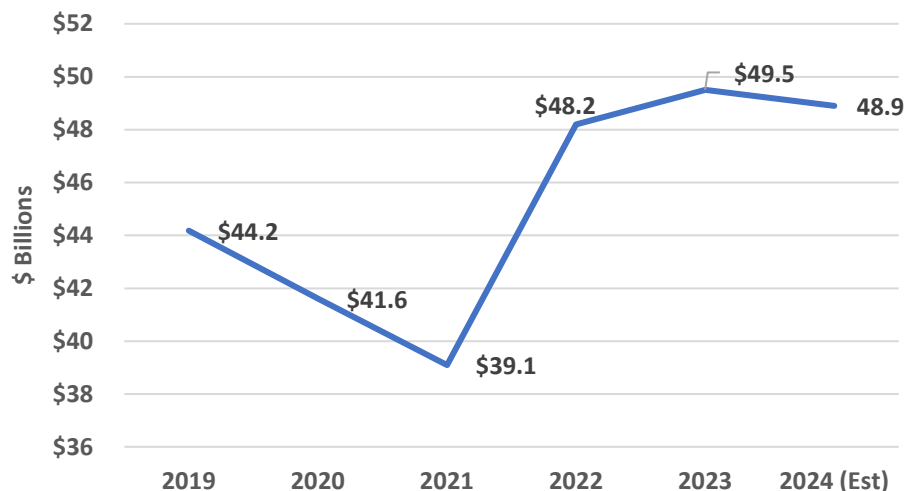


WARFIGHTER ALWAYS

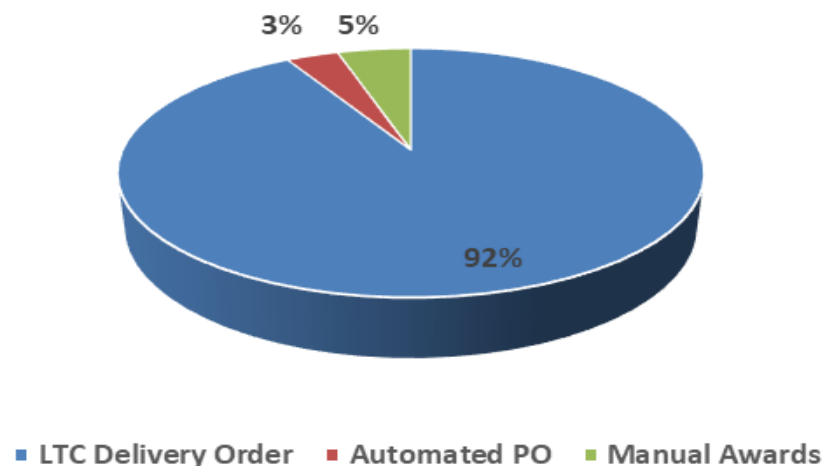


DLA Acquisition Strategy

DLA Contract Obligations FY23



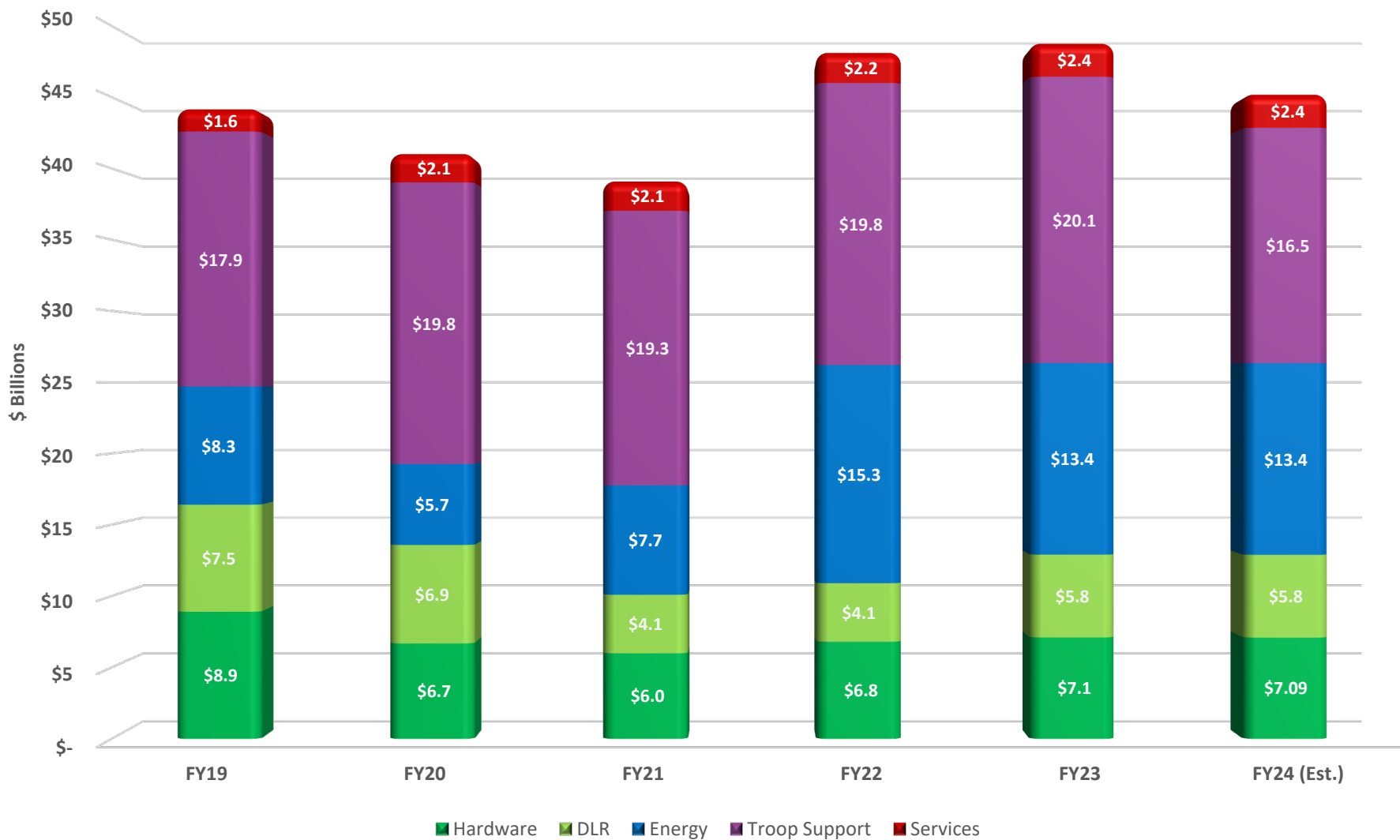
FY23 Awards



- **FY23 DLA Overall Obligations: \$49.51B, highest ever**
- **FY23 DLA Small Business Obligations: ~\$18B, record for DLA. 11th year in a row DLA exceeded Small Business goal**
 - 42% of eligible DLA obligations were for Small Businesses
- **FY23 AbilityOne Obligations: \$543M (Leader in Products)**
- **How DLA Does Business:**
 - 8500 suppliers; DIB continues to decline but rate is slowing
 - 5M Line-items managed
 - ~10K contract awards per day, >95% automated delivery orders awarded in 1 day
 - 87% of awards to domestic suppliers
 - Competed 82.9% of all awards in FY23, exceeding Agency goal of 80%



DLA Obligations FY19-FY24





Demand Projection

Supply Chain Management (SCM)

- Sales fluctuating over the period of FY20 through FY23
 - Hardware supply chains: Standard Deviation ~\$200M
 - Troop Support supply chains: Standard Deviation ~\$1.4B
- Contributing factors for fluctuating sales

<i>Challenge</i>	<i>Hardware</i>	<i>Troop Support</i>
<i>Working Capital Fund Health</i>	✓	
<i>COVID Impacts</i>	✓	✓
<i>Support for Global Conflicts</i>	✓	✓

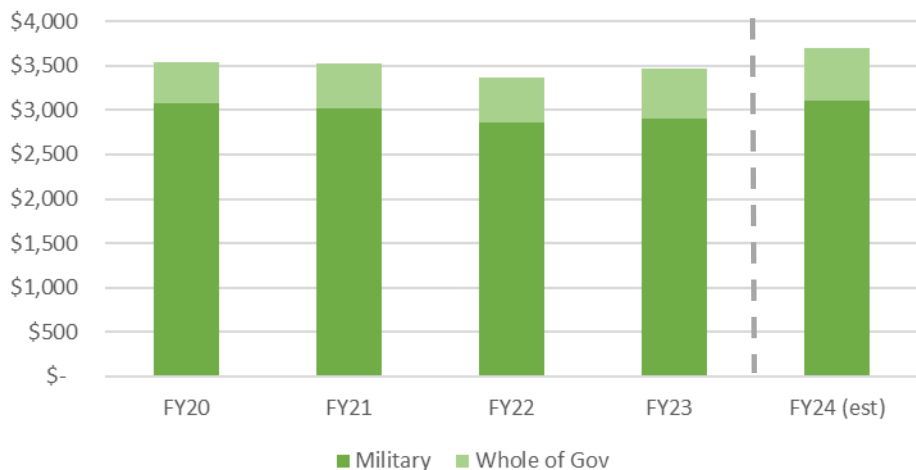
SCM and Energy

- FY24 demand projected:
 - 5.9%** higher than FY23 for Hardware
 - 11.6%** lower than FY23 for Troop Support
 - 6.0%** higher than FY23 for Energy

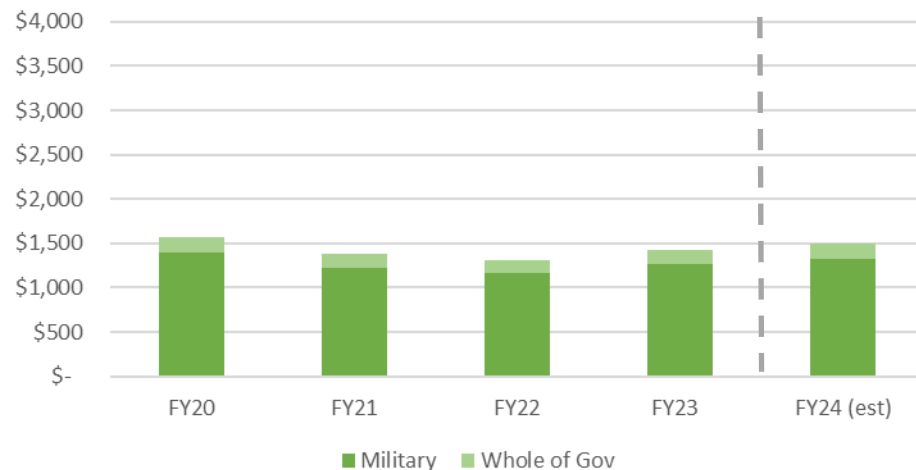


Hardware Net Sales at Cost Trends

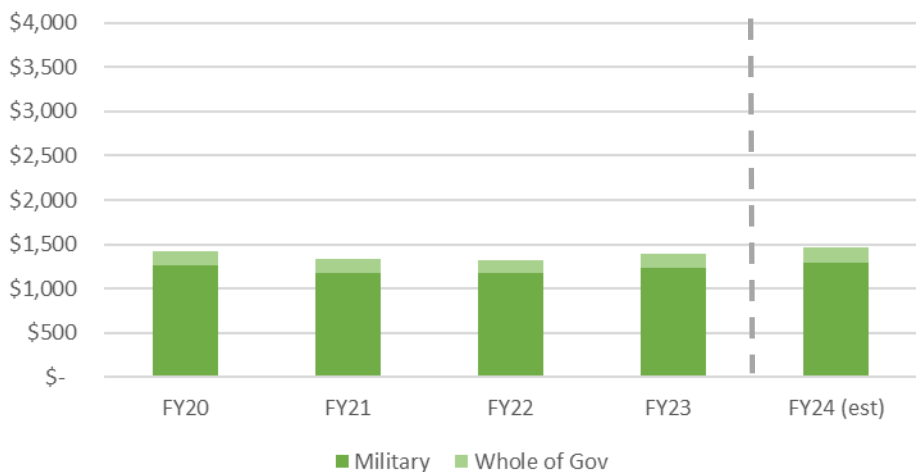
Aviation



Land



Maritime





What Now?

- <https://www.dla.mil/Info/strategicplan/>
- <https://www.dla.mil/SmallBusiness/>
- <https://www.dla.mil/HQ/Acquisition/Business/Enterprise-Industry/>
- [https://www.dla.mil/Info/strategicplan/IndustryEngagementPlan/Demand Forecast](https://www.dla.mil/Info/strategicplan/IndustryEngagementPlan/DemandForecast)
- <https://www.dla.mil/Info/Strategic-Plan/Industry-Engagement-Plan/Supplier-Survey/>

