DLA Enterprise Supplier Conference

SDVOSB Town Hall

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DLA’s SDVOSB Strategies

• DLA SDVOSB Program Letters to Acquisition Workforce
  - Letter issued by the DLA Director
  - Joint letter issued by DLA Acquisition Executive and Small Business Program Director

• Continuation of Comprehensive Market Research
  - Review additional NSNs for potential SDVOSB set-aside
  - Identification of SDVOSB Manufacturers

• VetBiz Initiative for National Sustainment (VINS)
  - Identify SDVOSB Manufacturers
  - Awareness on “How to do Business with DLA”
  - Develop repeatable process for SDVOSBs
DLA’s SDVOSB Strategies cont’d

• **Work with Veterans Organizations** (e.g. American Legion)
  - Find competent, capable SDVOSB manufacturers
  - Support “how to” training, conferences

• **Look for Additional Contracting Opportunities**
  – Management/consulting services
  – Information technology

• **Enhanced Communications**
  – Participation in targeted fairs/conferences/seminars
  – Require SDVOSB training for Acquisition personnel
ADDITIONAL IDEAS?
DLA’s SDVOSB Strategies Recap

• DLA SDVOSB Program Letters to Acquisition Workforce

• Continuation of Comprehensive Market Research

• VetBiz Initiative for National Sustainment (VINS)

• Work with Veterans Organizations

• Look for Additional Contracting Opportunities

• Enhanced Communications