DLA & Small Business Overview

Ms. Amy Sajda
Director, DLA Office of SB Programs
June 29, 2011
Agenda

• DLA Mission
• Full Spectrum Global Support
• Global Supply Chains
• Small Business Points of Contact
• Other Mission Support
• Marketing to DLA
DEFENSE LOGISTICS AGENCY (DLA)

- Created by Secretary of Defense in 1961
- Provides logistics support to the Military Services
- NOT the boss of the Military Services
- Biggest contracting opportunity presented by DLA: consumable supplies
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.
We Are DLA

FY04-FY10 Sales/Services: $28B-$41B

FY11 Projected Revenue: $42.2B

Scope of Business

- 229,500 Requisitions/Day
- 11,000 Contract Lines/Day
- #51 Fortune 500
- #3 in Top 50 Distribution Warehouses
- 26 Distribution Depots
- Nearly 5 Million Items – 8 supply chains
- 22.3M Annual Receipts and Issues
- 1,960 Weapon Systems Supported
- 130.5M Barrels Fuel Sold (FY10)
- $14B Annual Reutilizations/Disposals

PTACs

- 93 Centers; 48 states, Guam and Puerto Rico
- How to win Gov’t contracts
- http://www.dla.mil/db/

People

- 25,497 Civilians
- 555 Active Duty Military
- 757 Reserve Military
- Located in 48 States/28 Countries
Full Spectrum Global Support

Supply Chains
- Land Systems
- Maritime Systems
- Aviation Systems
- Fuel/Energy
- Subsistence
- Medical
- Clothing & Textile
- Construction & Equip

Distribution
- 26 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

Theater Support
- DLA Europe & Africa
- DLA Pacific
- DLA Central

Services
- Document Services
- Logistics Information Service
- Transaction Services
Global Supply Chains

**Troop Support**
- **CLI: Subsistence**
  - Food Service
  - Produce
  - Operational Rations
- **CLII: Clothing & Textile**
  - Recruit Clothing
  - Organizational Clothing & Individual Equipment
- **CLIV/VII: Construction & Equipment**
  - Facilities Maintenance
  - Equipment
  - Wood Products
  - Safety & Rescue Equipment
- **CLVIII: Medical**
  - Pharmaceutical
  - Medical/Surgical Equipment

**Aviation**
- **CLIX:**
  - Engine Components, Air Frames
  - Flight Safety Equipment, Maps
  - Environmental Products

**Land and Maritime**
- **CLIX: Maritime**
  - Valves, Fluid Handling
  - Electrical/Electronics
  - Motors, Packing/Gaskets
- **CLIX: Land**
  - Wheeled, Tracked & Heavy Vehicle Parts
  - Vehicle Maintenance Kits
  - Power Transmission/Engine/Suspension Components
  - Tires, Batteries and Small Arms Parts

**Energy**
- **CLIII: Energy**
  - DOD Executive Agent for all Bulk Petroleum
  - Natural Gas, Coal, Electricity
  - Aerospace Energy
Troop Support

**SUBSISTENCE: CLASS I**
- Food Service
- Produce
- Operational Rations

**CLOTHING & TEXTILE: CLASS II**
- Recruit Clothing
- Readiness
- Organizational Clothing & Individual Equipment

**CONSTRUCTION & EQUIPMENT: CLASS IV / VII**
- Facilities Maintenance
- Equipment
- Wood Products
- Safety & Rescue Equipment

**INITIATIVES**
- Prime Vendor Programs
- Medical Air Bridge (MAB)
- Common Food Management System (CFMS)
- Recruit Training Center Support
- Army Direct Ordering (ADO)
- Enterprise Buyers Forward
- Lumber Privatization

**MEDICAL: CLASS VIII**
- Pharmaceutical
- Medical/Surgical
- Readiness
- Equipment
Troop Support

Mr. Michael McCall
(800) 831-1110
(215) 737-2321
www.dscp.dla.mil/sbo

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<tr>
<th>CLOTHING &amp; TEXTILES</th>
<th>SUBSISTENCE</th>
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<tr>
<td>- Ms. Joann Gatica</td>
<td>- Ms. Andrea Ingargiola</td>
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<th>MEDICAL</th>
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<td>- Mr. Paul Rooney</td>
<td>- Ms. Arlene Ruble</td>
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LAND:

- Wheeled, Tracked & Heavy Vehicle Parts
- Vehicle Maintenance Kits
- Power Transmission/Engine/Suspension Components
- Tires
- Batteries
- Small Arms Parts

MARITIME:

- Valves
- Fluid Handling
- Electrical/Electronics
- Motors
- Packing/Gaskets

INITIATIVES

- Tires Privatization Successor
- MRAP/M-ATV Sustainment
- Afghan Sustainment
- Depot Level Reparables
- Retail Supply, Storage & Distribution
- Demand Planning Improvement Initiatives
- Army Reset Support

LAND and Maritime
Land and Maritime

Ms. Vikki Hawthorne

(800) 262-3272

(614) 692-4864

Aviation

INITIATIVES
LEAN / Six Sigma
Depot Level Reparables
Supply, Storage & Distrib.
Customer Targeted Outcomes
Gases / Cylinders Privatization
Chemicals / POL Privatization
Forward Presence
One Pass Pricing

- Engine Components
- Air Frames
- Flight Safety Equipment
- Aviation Lighting
- Fasteners
- Bearings
- Maps
- Environmental Products
Aviation

Mr. John Henley

(800) 227-3603

(804) 279-6330

http://www.dscr.dla.mil/userweb/sbo/
Energy

- DOD Executive Agent for all Bulk Petroleum
- Natural Gas, Coal, Electricity
- Aerospace Energy

INITIATIVES
- CENTCOM AOR Support
- Open Market Bunker Support
- Bulk Terminal Ops
- Privatization
- Garrison / Base Energy Support
- Utilities Privatization Support
- Alternative Fuel and Renewable Energy
Energy

Ms. Joan Turrisi

(800) 523-2601

(703) 767-9465

Distribution

• Receive, Store, and Issue Globally

• In-transit Visibility

• Dedicated Delivery / Pure Pallets

26 Distribution Centers Worldwide
Disposition Services

- Reutilization (to Military Services & DOD Special Programs)
- Transfer (to Federal Agencies)
- Donation (to State and Local Agencies)
- Sales of excess DoD property
- Contingency Operation Support
- Demilitarization
- Precious Metals Recovery
- Hazardous Waste Disposal

119 Sites Worldwide
Disposition Services
Ms. Sheryl L. Woods
(269) 961-4071
http://www.drms.dla.mil

Distribution
Ms. Cathy Hampton
(717) 770-7246
DLA Contracting Support Office (DCSO)

- Supports the entire DLA Enterprise
  - IT
  - Management & Consulting Services
  - Training
  - Studies

Ms. Rosita Carosella
215-737-8514

NOT A SUPPLY CHAIN!
Document Services

Ms. Susan Rapoza
(717) 605-1557

Strategic Materials

Mr. Carlos Vidro-Martinez
(703) 767-6031
Doing Business With DLA

THE RIGHT CUSTOMER !
DLA Resources

DLA Associate Directors of SB - Each Procuring Activity

“How to Do Business With DLA”
http://www.dla.mil/db/

Procurement Technical Assist. Ctrs.
www.dla.mil/db/procurem.htm
Other Links / Resources

DOD OSBP
http://www.acq.osd.mil/osbp/

DIBBS DLA-BSM Internet Bid Board System
https://www.dibbs.bsm.dla.mil/

TKO (Training, Knowledge, Opportunities) Workshops
How DLA Finds Small Business Sources

- Procurement History files
- CCR Dynamic Small Business Search
- Conferences
- Counseling
GETTING STARTED

• From websites, identify who buys the products or services you sell
• Talk to your local PTAC for help on researching and approaching potential buyers
• If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
• Ask about opportunities for:
  – 8(a) contracts (IF you’re 8(a))
  – Set-asides: HUBZone, SDVOSB, Small Business, WOSB
  – Full and open competition
• BID
SUMMARY

• DLA is a major supplier of consumable and reparable supplies to the Military

• We are a great potential market for small business suppliers

• WE ARE LOOKING FOR QUALITY SMALL BUSINESS SUPPLIERS