DLA Enterprise Approach to Small Business

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Why Small Business?

- Not just about meeting goals…
- It’s about the benefits small businesses bring
  - Competition – our most effective incentive
  - Alternate sources – low demand, legacy items
  - Innovation – SBIR/STTR

“The department doesn’t encourage the use of small business just because we like small businesses, we do it for very practical reasons…..It depends on us to reach out and find vehicles that make it easy for them to come do business with us.” -Frank Kendall
DLA Small Business Contracts (FY13 – FY15)

Number of Small Business Vendors Vs. Total Obligations

<table>
<thead>
<tr>
<th>Year</th>
<th>Small Business Obligations</th>
<th>Total Obligations</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$7.92B</td>
<td>$34.07B</td>
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<tr>
<td>2014</td>
<td>$8.80B</td>
<td>$32.52B</td>
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<tr>
<td>2015</td>
<td>$9.21B</td>
<td>$31.03B</td>
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Total SB: 76% of DLA contractors are small businesses
New Vendors: 2,555 new vendors in FY14
Subsequent Awards: 1406 new small businesses (55%) who were awarded in FY14 were re-awarded in FY15
Full & Open Dollars Awarded to SB: 40% ($8.6B) of fully competed awards went to SB in FY15

Source: Federal Procurement Data System (FPDS); Data pulled August 2016
More Information

For Opportunities:

DLA Internet Bid Board System (DIBBS)
www.dibbs.bsm.dla.mil

Federal Business Opportunities (FedBizOpps)
www.fedbizopps.gov

For Program Information:


DLA Component Small Business Offices

Procurement Technical Assistance Program (PTAP)