



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Enterprise Approach to Small Business

Mr. Matthew Beebe
Director, DLA Acquisition

September 1, 2016



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**

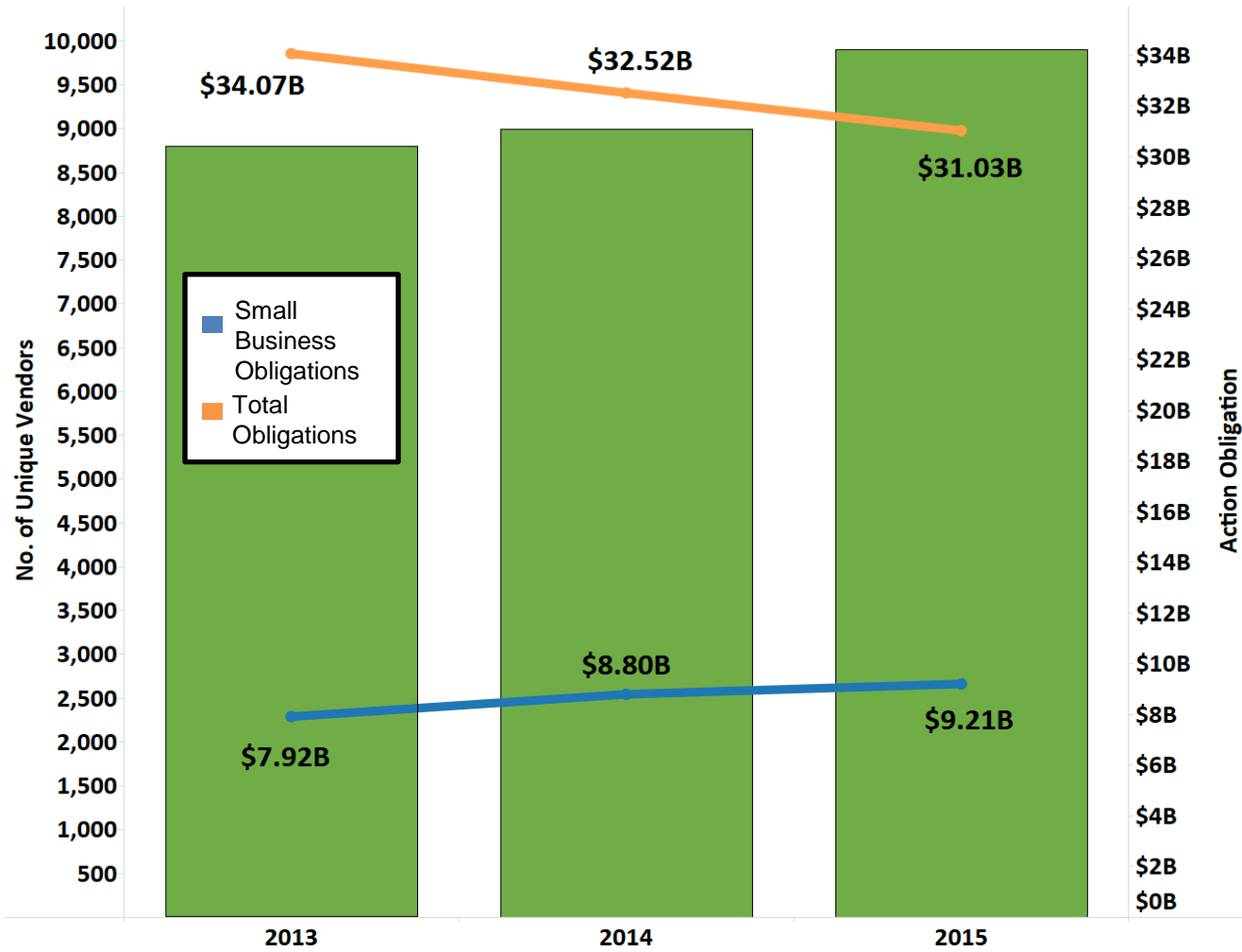
“The department doesn’t encourage the use of small business just because we like small businesses, we do it for very practical reasons.....It depends on us to reach out and find vehicles that make it easy for them to come do business with us.”

-Frank Kendall



DLA Small Business Contracts (FY13 – FY15)

Number of Small Business Vendors Vs. Total Obligations



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 Small Business (HQ) <http://www.dla.mil/HQ/SmallBusiness.aspx>

DLA Component Small Business Offices

<http://www.dla.mil/HQ/SmallBusiness/About/Organization.aspx>

Procurement Technical Assistance Program (PTAP)

<http://www.dla.mil/HQ/SmallBusiness/PTAP.aspx>