Doing Business with DLA

Coleen McCormick
Associate Director
Office of Small Business Programs
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.
Current DLA Scope and Impact

- **A $38 Billion Global Enterprise**
  - More than 25,000 military and civilians
  - 48 States / 28 countries

- **Managing nearly 5.3 Million line items via nine supply chains**
  - Supply 88% of all Military Services’ repair parts and nearly 100% of fuel and troop support consumables
  - Support over 2,400 weapons systems

- **Primary DoD receipt, stow and issue warehouser**

- **Reverse logistics processor…reutilization and disposal**

- **Foreign Military Sales (FMS) and Humanitarian Aid**
  - $2.1 Billion sales supporting 110 Nations
  - Haiti relief, Sandy response, etc.

- **A “Day in the Life” of DLA:**
  - 10,000 procurement actions
  - 50,000 receipts and issues
  - 100,000 orders
  - 99.2M Barrels of fuel sold
Full Spectrum Global Support

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

Distribution
- 24 Distribution Centers
- $78B DoD Inventory
- 52M sq ft covered storage

Disposition Services
- Co-located with customers
- Disposal Management Solutions
- Reverse Logistics

Strategic Materials
- Critical items such as titanium, cobalt, and tungsten

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

Services
- DLA Document Services
- DLA Logistics Information Services
- DLA Transaction Services

Warfighter First - People & Culture - Strategic Engagement - Financial Stewardship - Process Excellence
## DLA Small Business Accomplishments

<table>
<thead>
<tr>
<th>Small Business Category</th>
<th>DLA Goal 2016 (%)</th>
<th>2015 DLA Achievement (%)</th>
<th>2015 DLA Achievement ($)</th>
<th>2014 DLA Achievement (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>32.0%</td>
<td>35.47%</td>
<td>$8.73 Billion</td>
<td>34.34%</td>
</tr>
<tr>
<td>VOSB</td>
<td>N/A</td>
<td>5.25%</td>
<td>$1.29 Billion</td>
<td>4.01%</td>
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<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>2.20%</td>
<td>$543 Million</td>
<td>1.73%</td>
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<tr>
<td>SDB</td>
<td>5.0%</td>
<td>5.66%</td>
<td>$1.39 Billion</td>
<td>4.18%</td>
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<tr>
<td>WOSB</td>
<td>5.0%</td>
<td>4.94%</td>
<td>$1.21 Billion</td>
<td>4.01%</td>
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<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>1.64%</td>
<td>$404 Million</td>
<td>1.42%</td>
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<tr>
<td>NAICS Code</td>
<td>Description</td>
<td>SPEND</td>
<td></td>
<td></td>
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<tr>
<td>------------</td>
<td>------------------------------------------------------------------------------</td>
<td>----------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>324110</td>
<td>(PETROLEUM REFINERIES)</td>
<td>$8,149,533,049.08</td>
<td></td>
<td></td>
</tr>
<tr>
<td>325411</td>
<td>(MEDICINAL AND BOTANICAL MANUFACTURING)</td>
<td>$2,581,566,187.07</td>
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<tr>
<td>336413</td>
<td>(OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)</td>
<td>$2,289,853,824.59</td>
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<tr>
<td>424210</td>
<td>(DRUGS AND DRUGGISTS' SUNDRIES MERCHANT WHOLESALERS)</td>
<td>$1,986,027,421.15</td>
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<tr>
<td>423850</td>
<td>(SERVICE ESTABLISHMENT EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS)</td>
<td>$983,782,554.21</td>
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<td></td>
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<tr>
<td>423450</td>
<td>(MEDICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS)</td>
<td>$981,971,395.76</td>
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<tr>
<td>424410</td>
<td>(GENERAL LINE GROCERY MERCHANT WHOLESALERS)</td>
<td>$664,064,972.28</td>
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<tr>
<td>423610</td>
<td>(ELECTRICAL APPARATUS AND EQUIPMENT, WIRING SUPPLIES, AND RELATED EQUIPMENT MERCHANT WHOLESALERS)</td>
<td>$561,735,467.66</td>
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<tr>
<td>311812</td>
<td>(COMMERCIAL BAKERIES)</td>
<td>$479,567,131.53</td>
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<tr>
<td>336412</td>
<td>(AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)</td>
<td>$452,783,886.85</td>
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<tr>
<td>424720</td>
<td>(PETROLEUM AND PETROLEUM PRODUCTS MERCHANT WHOLESALERS (EXCEPT BULK STATIONS AND TERMINALS))</td>
<td>$436,773,980.56</td>
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<td></td>
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<tr>
<td>541519</td>
<td>(OTHER COMPUTER RELATED SERVICES)</td>
<td>$391,057,049.75</td>
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<tr>
<td>334511</td>
<td>(SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)</td>
<td>$336,419,586.18</td>
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<tr>
<td>334419</td>
<td>(OTHER ELECTRONIC COMPONENT MANUFACTURING)</td>
<td>$291,415,994.50</td>
<td></td>
<td></td>
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<tr>
<td>493190</td>
<td>(OTHER WAREHOUSING AND STORAGE)</td>
<td>$290,200,274.37</td>
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</tbody>
</table>
FY15 Total Small Business Spend By Activity

- Troop Support: $3.6B
- Energy: $1.4B
- L&M: $1.7B
- Aviation: $1B
- DCSO: $589M
- Distribution: $146M
- Disposition: $50M
- Document Services: $21M
- Strategic Materials: $5.3M

Overall FY15 Small Business DLA Spend - $8.7B
### DLA Overview…Demand/Supply Chains

<table>
<thead>
<tr>
<th><strong>Aviation</strong></th>
<th><strong>Land</strong></th>
<th><strong>Maritime</strong></th>
<th><strong>Energy</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Richmond</em></td>
<td><em>Land &amp; Maritime, Columbus</em></td>
<td></td>
<td><em>Ft. Belvoir</em></td>
</tr>
<tr>
<td>• Aviation Original Equipment Mfr (OEM) Items</td>
<td>• Wheeled Vehicles</td>
<td>• Valves/Hardware</td>
<td>• Petroleum</td>
</tr>
<tr>
<td>• Engines / Airframes</td>
<td>• Tracked Vehicles</td>
<td>• Fluid Handling</td>
<td>• Natural Gas</td>
</tr>
<tr>
<td>• Aviation Supply Chain Commodities</td>
<td>• Batteries</td>
<td>• Electronics</td>
<td>• Alternative Fuels</td>
</tr>
<tr>
<td></td>
<td>• Nuts &amp; Washers</td>
<td>• Motors</td>
<td>• Renewable Energy Sources</td>
</tr>
<tr>
<td></td>
<td>• Converters</td>
<td>• Packing/Gaskets</td>
<td>• Electricity Services</td>
</tr>
</tbody>
</table>

### Clothing & Textile
- Recruit Clothing
- Organizational Clothing Equipment

### Medical
- Pharmaceutical
- Medical/ Surgical Equipment

### Subsistence
- Institutional Feeding
- Operations Rations
- Produce

### Construction & Equipment
- Construction
- Equipment

### Industrial Hardware
- Screws, Nuts, Bolts
- Clamps, O-rings, Brackets,
- Benchstock
Our Vision…

The DLA Land and Maritime Way: We provide Warfighter Logistics Excellence through Accountability, Teamwork, Urgency, Agility, and Innovation Built upon a Commitment to Integrity, Diversity, and Mutual Trust and Respect.
Defense Supply Center Columbus (DSCC)
The Installation

Defense Supply Center Columbus plus 26 other tenant organizations exist on 520 acre installation
Organizational Orientation
Leadership Team

Prospective Commander
RDML Michelle Skubic, SC, USN

Deputy Commander
Mr. James McClaugherty, SES

Acquisition Executive
Mr. Milton K Lewis, SES

Chief of Staff
Mr. Griff Warren
Mr. Dave Szczublewski, Deputy
Organizational Orientation
Leadership Team

DLA Land Customer Operations
COL Dale Farrand, USA
Mr. Eugene Williams, Deputy

DLA Land Supplier Operations
COL Yee Hang, USA
Ms. Linda Johnson, Deputy

DLA Maritime Customer Operations
CAPT Brian Ginnane, USN
Mr. Don Schulze, Deputy

DLA Maritime Supplier Operations
CAPT Jeff Schmidt, USN
Mr. Ben Roberts, Deputy

Strategic Acquisition Programs Directorate
CAPT Justin Debord, USN
Mr. Stephen Rodocker, Deputy
Organizational Orientation

Leadership Team

Depot Level Reparables Detachments

- DLA Land Warren
  - Mr. Vito Zuccaro
  - Mr. Bryon Gerwolds, Deputy

- DLA Maritime Mechanicsburg
  - Mr. Brian Watkins

- DLA Land Aberdeen
  - Mr. Doug Nevins
  - Mr. Stephen Bianco, Deputy

Shipyard Detachments

- DLA Maritime Norfolk
  - CDR Michael Winn, USN
  - Mr. Joe Long, Deputy

- DLA Maritime Puget Sound
  - CDR Brian Mai, USN
  - Mr. Brian Mueller, Deputy

- DLA Maritime Portsmouth
  - CDR(S) Joe Gilmore, USN
  - Mr. Thomas “Pat” Moore, Deputy

- DLA Maritime Pearl Harbor
  - CDR Tom Marszalek, USN
  - Vacant, Deputy
## Organizational Orientation

### Leadership Team

**Business Process Support**
- Ms. Barbara Robertson

**Procurement Support**
- Mr. Mark Brown
- Ms. Kelly Vingle, Deputy

**Engineering & Technical Support**
- Mr. Todd Lewis
- Mr. Kendall Cottongim, Deputy

**Product Test Labs**
- Ms. Jamie Hieber, Acting

**Office of Counsel**
- Ms. Gwendolyn Hoover
- Mr. Michael Gordon, Deputy

**People & Culture**
- Col Brad Tannehill
- Dr. Robert Boggs, Deputy

**Small Business**
- Ms. Coleen McCormick

**EEO**
- Mr. Charles Palmer

**Internal Review**
- Ms. Melanie Schmechel

**Executive Programs**
- Ms. Janet Bunnell

**Public Affairs**
- Mr. Michael Jones

**Information Operations (J6)**
- Ms. Kari Riskedahl

**Human Resources**
- Ms. Lisa Holley

**Financial Operations (J8C)**
- Mr. Oscar Mitchell
- Mr. Robert Callahan, Deputy

**Site Director**
- Mr. Dan Bell
- Mr. Todd Jenkins, Deputy

**AFGE**
- Ms. Robin Menafee

**IFPTE**
- Mr. Keith Jenkins
Organizational Orientation

Detachments

- PUGET SOUND NAVAL SHIPYARD (83)
- MECHANICSBURG (53)
- PORTSMOUTH NAVAL SHIPYARD (133)
- WARREN (90)
- ABERDEEN (31)
- USMC (4)
- NORTHERN NAVAL SHIPYARD (95)
- PEARL HARBOR NAVAL SHIPYARD (48)

8 Total Locations with 450 People
27 Total Locations with 42 People

LEGEND
- Fwd Exec/Land (31)
- Fwd Exec/Maritime (11)
DLA Land and Maritime
Business Profile (FY15)

Wholesale Sales
- FY07 $3.2B
- FY08 $3.4B
- FY09 $4.0B
- FY10 $4.3B
- FY11 $4.4B
- FY12 $4.1B
- FY13 $3.1B
- FY14 $3.0B
- FY15 $3.4B

Sales by Wholesale Chain
- Land $1.8B
- Maritime $1.6B

Foreign Military Sales
- Sales: $318M
- Supporting 95 Nations

Scope of Business
- 9.3M Requisitions/Year
- 661K+ Contracts/Year
- 1,812 Contracts & $10.7M/Day
- 1.9M NSNs
- 2.0 K+ Weapon Systems
- 14.6K+ Customers
- 6.4K+ Suppliers

Our People
- 2,500 Civilians
- 68 Active Duty
- 32 Reserve

WARFIGHTER FIRST - PEOPLE & CULTURE - STRATEGIC ENGAGEMENT - FINANCIAL STEWARDSHIP - PROCESS EXCELLENCE
Business Units and Roles
DLA Land and Maritime

Customer Operations

**Land Operations Officer**
- 12.4 K Customer DoDAACs
- 6.3 M Requisitions Annually
- Worth $3.6 B
- Materiel Availability: 95.32%

**Maritime Operations Officer**
- 2.2 K Customer DoDAACs
- 3.0 M Requisitions Annually
- Worth $2.0 B
- Materiel Availability: 93.14%

- Single Customer Touch Point
- Demand Planning/Forecasting

*Single Face to Warfighters*
### Business Units and Roles

#### DLA Land and Maritime

**Supplier Operations**

**Land**

- **511 K NSNs (FY15)**
- **FY12 Sales:** $2.180B
- **FY13 Sales:** $1.898B
- **FY14 Sales:** $1.587B
- **FY15 Sales:** $1.495B
- **Key Commodities:** Tires, Small Arms, Wheeled & Tracked Vehicle Spares, Armored Components
- **Material Availability:** 88.73%

**Maritime**

- **1.830 M NSNs (FY15)**
- **FY12 Sales:** $1.730B
- **FY13 Sales:** $1.430B
- **FY14 Sales:** $1.440B
- **FY15 Sales:** $1.293B
- **Key Commodities:** Hoses, Fittings, Valves, Pumps, Wire/ Cable, Electronics (microcircuits, antennas, connectors)
- **Material Availability:** 89.63%

#### Total Suppliers

- **Total Suppliers: 18,780**
- **Total Suppliers: 35,084**
Business Units and Roles
DLA Land and Maritime
Strategic Acquisition Programs Directorate

SAPD Business Highlights

- NSNs Covered on LTC: 51,828
- Annual Demand Value on LTC: $706M
- FY16 Goal: - $57M
## Business Units and Roles

### DLA Land and Maritime

#### Depot Level Repairables (DLR) Detachments

<table>
<thead>
<tr>
<th>Location</th>
<th>FY15</th>
<th>Contracts</th>
<th>Revenue</th>
<th>Systems</th>
<th>Components</th>
<th>FTE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albany</td>
<td>128</td>
<td>$21M</td>
<td>Systems: LAV</td>
<td>Components: Engines, Transmissions, Armaments, Containers</td>
<td>FTE: 4</td>
<td></td>
</tr>
</tbody>
</table>

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**WARFIGHTER FIRST - PEOPLE & CULTURE - STRATEGIC ENGAGEMENT - FINANCIAL STEWARDSHIP - PROCESS EXCELLENCE**
Business Units and Roles
DLA Land and Maritime
Shipyard Detachments

**Norfolk NSY**
- 9,000 Stocked Items Worth $35M
- CVN, LA Class
- TRIDENT Overhauls
- Fwd MCM, PC Support
- 95 FTE

**Puget Sound NSY**
- 5,000 Stocked Items Worth $28.2M
- CVN, LA & SEAWOLF Class
- TRIDENT Overhauls
- IMF Support
- 78 FTE

**Pearl Harbor NSY**
- 7,300 Stocked Items Worth $18.4M
- LA & VA Class
- L-Decks
- Multi class CMAV Avails
- 53 FTE

**Portsmouth NSY**
- 5,000 Stocked Items Worth $13.1M
- LA & VA Class
- Level 1 Subsafe COE
- 132 FTE
Acquisition Approaches

• Performance Based Logistics (PBL) Agreements
• Acquire Whole Supply Chains
  – Privatization (e.g., Tires)
• Acquire Integrated Supplies and Services
  – Custom PBLs for Specific Customers
• Acquire Strategic Materials with Flexible Response
  – Long Term Contracts
    • Performance Requirements
• Transactional Spot Buys
  – Leverage Automation
    • Auto Eval
    • Manual
## Spend Distribution By Contract Type
### FY16 (Through Jul 16)

<table>
<thead>
<tr>
<th></th>
<th>Land Dollars</th>
<th>Maritime Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Land Dollars</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Auto Eval</td>
<td>183.4</td>
<td>382.7</td>
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<tr>
<td>Manual</td>
<td>430.1</td>
<td>637.0</td>
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<tr>
<td>LTC</td>
<td>520.8</td>
<td>133.7</td>
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<tr>
<td></td>
<td>46%</td>
<td>12%</td>
</tr>
<tr>
<td></td>
<td>38%</td>
<td>55%</td>
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<table>
<thead>
<tr>
<th></th>
<th>Land Award Actions</th>
<th>Maritime Award Actions</th>
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<tbody>
<tr>
<td>Auto Eval</td>
<td>26,937</td>
<td>56,629</td>
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<tr>
<td>Manual</td>
<td>21,969</td>
<td>44,532</td>
</tr>
<tr>
<td>LTC</td>
<td>267,668</td>
<td>49,282</td>
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<tr>
<td></td>
<td>8%</td>
<td>38%</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>29%</td>
</tr>
<tr>
<td></td>
<td>85%</td>
<td>33%</td>
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</table>

**LTC = Long Term Contracts**  **Auto Eval = Automated Evaluation**
DLA Aviation

DLA Aviation, a field activity of DLA, supports 1,340 weapon systems as the military's primary source for more than 1.2 million repair parts and operating supply items with FY15 annual sales valued at $4.2B. In FY15, DLA Aviation’s dedicated team of over 3,200 professionals served over 14,082 customers and awarded contracts to 4,543 suppliers.

DLA Aviation is responsible for supply at six major industrial maintenance, repair, and overhaul facilities, and for storage operations at three. Our five depot-level repairable (DLR) procurement organizations execute more than 2,300 contract actions valued at more than $1.7B.
DLA Aviation

**AVIATION: CLASS IX**
- Engine Components
- Air Frames
- Flight Safety Equipment
- Aviation Lighting
- Bearings
- Commodities
- Electronics
- Missiles

**ADDITIONAL AVIATION:**
- Maps
- Environmental Products
- Packaged Petroleum
- Industrial Gases

**Aviation Initiatives**
- Strategic Long Term Contracting
  - Commodity Based
  - Weapon System Tailored Solutions
- Operational Customer Support
- Time to Award
- Industrial Support
- DLR Procurements
DLA Aviation by the numbers:
- 3,287 civilian and military personnel
- 2.1K+ weapon systems
- 1.1M+ national stock numbers
- 4.9M+ customer orders
- $3.6B+ in sales
Aviation FY16 Operating Plan

Operating Plan Focus Areas

Aviation focuses attention on areas that highlight Aviation’s commitment to:
• mastering its basic business
• increasing retail efficiency
• maximizing our strategic engagement
• building and improving our people and culture
• pursuing process excellence
• being good stewards of the resources entrusted to us.

Performance Objective: Achieve Small Business goals

FY15 Results:
• $1.1B dollars awarded to SB
• Performance at 27.4%
• Exceeded Goal of 26.26%
• Aviation total dollars spent $3.9B

FY16 To Date:
• Performance at 26.4%
• SB dollars spent $959M
• Aviation total dollars spent $3.6B
Aviation Small Business

**FY16 Small Business Initiatives**
- Strategic Long Term Contracting
  - Commodity Based
  - Weapon System Tailored Solutions
- Unawarded Solicitation Opportunities
- Tactical Procurement Set-Asides

**Small Business Engagement**
- Business Opportunity Center Training: 800-227-3603
- Program Management:
  - HUBZone: 804-279-1342
  - SDV: 804-279-3877
  - 8(a): 804-279-4091
  - WOSB: 804-279-3287
- Source Approval Program: 804-279-5114
- Supplier Outreach & Counseling
- Ombudsman Service
- DLA Contracting Services SB Office: 215-737-8514

Small Business Office:
804-279-3287
How DLA Buys

**Fully Competitive**

Drawings/Specs – Can be accessed through **CFolder** located within the bid board on open solicitations

IAW BASIC DRAWING NR 98897 4P51036 REVISION NR P DTD 06/24/1991 PART PIECE NUMBER: 4P51036-143A

**Part Numbered**

Approved Manufacturer Part Number. If not an approved Source, you have to submit a **Source Approval Request**

AERO COMPONENTS INC DBA 59213 P/N 123P10368-1
NORTHROP GRUMMAN SYSTEMS 26512 P/N 123P10368-1

**Qualified Products List**

Requires demonstration of capability to perform; qualifying activity listed on QPL

QPL APPLIES
IAW BASIC SPEC NR MIL-DTL-85694A

http://www.dla.mil/Aviation/Offers/Services/AviationEngineering.aspx
Engineering Requirements

Critical Application

An item that is essential to weapon system performance or operation.

Critical Safety Items

A part for an aircraft that contains a characteristic that if malfunctioned could cause catastrophic failure resulting in the loss of the aircraft or loss of life.

First Article Testing

Testing & evaluating conformance with specified contract requirements before or in the initial stage of production.

Production Lot Testing

Test of a randomly selected sample from a production lot to verify that it was produced in accordance with all requirements.

http://www.dla.mil/Aviation/Offers/Services/AviationEngineering.aspx
DLA Troop Support
How we do it... Integrated Support

Supporting America’s Warfighters
DLA Troop Support

Class I – Subsistence
FY15 Contract Dollars = $2B

Class II – Clothing & Textiles
FY15 Contract Dollars = $1.4B

Class IV & VII – Construction & Equipment
FY15 Contract Dollars = $2.8B

Class VIII – Medical
FY15 Contract Dollars = $6.2B

Class IX – Industrial Hardware
FY15 Contract Dollars = $500M

Over $12.9B Total Troop Support
Three Types of Tailored Programs

**Prime Vendor**
- Garrison Feeding
- Fleet Feeding

**Long Term Contracts**
- Rations
- Fresh Fruit and Vegetables
- Bread and Pastries
- Dairy
- Soda
- Food Prep Equipment
- Field Feeding Equipment

**Traditional**
- Food Prep Equipment
- Field Feeding Equipment
- Ration Items

Executive Agency for Class I

Variety of Products
- Eggs to MREs, Established & Mobile Kitchens

Effective and efficient logistical support
Thanksgiving Meals

71,000 pounds of turkey and 23,500 cakes and pies provided to Service Members overseas

Thanksgiving dinner at the Forward Operating Base Pasab, Afghanistan
Clothing & Textiles Supply Chain
Effective and efficient logistical support

**Long Term Contracting of Military-Unique items**

- Dress and Field Uniforms
- Field Gear
- Personal Chemical Protective Items
- Body Armor
- Flight Suits
- Ecclesiastical Items
- Tentage

Develop 3PL solutions to address customer logistics challenges

**Joint Integration Agent for Class II**

**Variety of Products**

- Boots to Uniforms to Body Armor
Construction & Equipment Supply Chain
Effective and efficient logistical support

Three Types of Tailored Programs

Prime Vendor/Tailored Logistics Support
- Maintenance, Repairs and Operations Supplies
- Integrated Product-Support Vendor (IPV) Program
- Special Operations
- Metals & Lumber
- Lumber
- Fire Fighting & Emergency Services

Long Term Contracts
- Heavy Equipment Procurement Program
- Strategic Fastener Initiative

Traditional
- Safety & Rescue Equipment
- Containers & RFID Tags
- Lighting
- Material Handling Equipment
- Major Weapons Systems Consumable Repair Parts
  - Fastening Devices
  - Miscellaneous Hardware

Variety of Products
- From Lumber & Light Bulbs to Bulldozers
Construction Material

Marines prepare a generator to be lifted by an MH-60S Seahawk, to help the New York and New Jersey Port Authority move the generator from LaGuardia Airport to a damaged pier caused by Hurricane Sandy.

51 generators in support of Hurricane Sandy
Medical Supply Chain
Effective and efficient logistical support

Four Types of Tailored Programs

**Prime Vendor**
- Pharmaceuticals
- Medical/Surgical
- Navy Fleet
- War Reserve/Readiness

**Long Term Contracts**
- Electronic Catalog (ECAT)
- Capital Equipment/Turnkey
- Contingency Contracts

**Traditional**
- Vaccines
- Nerve Agent Antidotes
- Bandages & Military Dressings
- Depot Stocked/Manual Direct Vendor Delivery
- Medical Assemblies/Kitting

**Army Medical Materiel Agreement**

Executive Agency for Class VIII

Variety of Products

Combat Lifesaver (CLS) to Hospitals
Industrial Hardware
Effective and efficient logistical support

2 Types of Tailored Programs

**Prime Vendor/Tailored Logistics Support**
- Integrated Product-Support Vendor (IPV) Program
- Long-Term Contracts (Strategic Fastener Initiative)

**Traditional Support**
- Major Weapon Systems Consumable Repair Parts
  - Fastening Devices
  - Miscellaneous Hardware

Variety of Products
Providing consumable repair parts for 1300 major weapon systems
Humanitarian Assistance

• Working with combatant commanders and Federal Emergency Management Agency

• Providing full-spectrum support
  – Meals
  – Water
  – Cots
  – Blankets
  – Tents
  – Other commodities

• Relief efforts
  – Operation United Assistance (Liberia)
  – Hurricanes Sandy and Irene
  – Operation TOMODACHI (Japan)
  – Samoa and Haiti earthquakes
  – Hurricanes Gustav, Hanna and Ike
  – Hurricanes Katrina and Rita
  – SW Asia tsunami, Japan earthquake
DLA Troop Support: Warfighter Driven
Troop Support Done Right!

- Force Protection Barriers
  - C&E
- Helmet Assembly
  - C&T
- Hydration System / Water
  - C&T / Subsistence
- Individual First Aid Kit
  - Medical
- OCP Multi-cam Uniform
  - C&T
- Replacement Vehicle Parts
  - Industrial Hardware
DLA Troop Support
Small Business Office
1 800-831-1110

Clothing & Textiles: Joann Gatica -- 215 737-5910
   Joann.Gatica@dla.mil

Construction & Equipment: Debbie Beller – 215 737-5907
   Debbie.Beller@dla.mil

Medical: Paul Rooney -- 215 737-4648
   Paul.Rooney@dla.mil

Subsistence: Andrea Ingargiola -- 215 737-5911
   Andrea.Ingargiola@dla.mil

Industrial Hardware: Maryellen Madeja – 215 737-5819
   Maryellen.Madeja@dla.mil

Special Programs (AbilityOne & UNICOR): Tyrone Lyles -- 215 737-8484
   Tyrone.Lyles@dla.mil
Your Access to DLA Opportunities

DLA Internet Bid Board System (DIBBS)

https://www.dibbs.bsm.dla.mil/

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.
What Really Works

• **Target Specific Agencies**
  - Limit Focus
  - Networking & Relationships
  - Penetrate Chosen Agencies
  - Contracting Vehicles Used by Agency?
  - Consider Subcontracting & Teaming

• **Continuous Marketing**
  - Keep Your SAM Profile Descriptive & Updated
  - Utilize Sources Sought Notices, Pre-Proposal Conferences & Debriefings
  - Never Say “We Do Everything”… Create a Niche
  - Limit Use of Blast Emails & Form Letters
  - Be Professionally Persistent

• **Manage Contracts**
  - Read RFPs. Include Personnel Certs & Proprietary Markings
  - Presentations Require Preparation and Solutions
  - Request Debriefs
  - Deliver What You Promised
PTAC Services include:
- Helping clients understand Government contracting procedures and requirements
- Identifying marketing opportunities
- Bid matching services
- Assisting and advising clients about pre-award and post-award functions

PTACs train clients in areas such as
- Federal contracting regulations
- Required registrations such as SAM
- Subcontracting opportunities
- Accounting procedures

Resources

DLA Small Business Website:
(Includes SB Associate Directors)

Procurement Technical Assistant Centers

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

Small Business Administration (SBA)
http://www.sba.gov

Federal OSDBU Directors Listing http://osdbu.gov/members.html

Office of Secretary of Defense Small Business Website:
http://www.acq.osd.mil/osbp
Why We Do It…
QUESTIONS?

Coleen McCormick
Coleen.McCormick@dla.mil

Associate Director
Office of Small Business Programs
DLA Land and Maritime
