

DEFENSE LOGISTICS AGENCY



THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY









Doing Business with DLA



DLA's Mission: Supporting the Warfighter



DLA is DoD's largest logistics combat 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.











Scope of DLA Customer Support



- Worldwide presence:
 - 28 countries and 48 states
- DLA provides over \$38 Billion in sales and revenue.
- Ranks DLA in top 15th percentile of the Fortune 500
- Supports nearly 2,430 weapon systems
- Managing 5.3 Million separate line items via nine supply chains
- Processes on average 100,000 requisitions & 10,000 contract actions per day
- Foreign Military Sales
 - Supporting 110 Allied Nations









DLA Overview... Global Supply Chains



Aviation	Land	Maritime	С&Т	Medical	Subsistence	C&E	Energy
Richmond	Colur	mbus		Ft. Belvoir			
 Aviation Original Equipment Manufacturer (OEM) Items Engines & Airframes Aviation Supply Chain Commodities 			Organizational Clothing Equipment	Medical/Surgical Equipment	Institutional Feeding Operations Rations Produce	• Construction • Equipment	
			EBS				FAS



Major Subordinate Commands (Major Buying Activities)



DLA LAND & MARITIME Columbus, OH

DLA AVIATION Richmond, VA

DLA TROOP SUPPORT Philadelphia, PA







DLA ENERGY Fort Belvoir, VA



Defense Supply Centers





Major Subordinate Commands (DLA Supply Centers)



DLA Land and Maritime

401 N YEARLING ROAD

COLUMBUS, OH 43213-1152

TEL: (614) 692-3541 or

1-800-262-3272

Web Site:

www.landandmaritime.dla.mil

DLA Aviation

8000 JEFFERSON DAVIS HWY RICHMOND, VA 23297-5124

TEL: (804) 279-3287 or

1-800-227-3603

Web Site:

www.aviation.dla.mil

DLA Troop Support

700 ROBBINS AVENUE

PHILADELPHIA, PA 19111-5092

TEL: (215) 737-2321 or

1-800-831-1110

Web Site:

www.troopsupport.dla.mil

DLA Energy

8725 JOHN KINGMAN DRIVE

FT. BELVOIR, VA 22060-6221

TEL: (703) 767-9400 or

1-800-523-2601

Web Site:

www.energy.dla.mil



Additional DLA Buying Activities



DLA Contracting Services Office (DLA CSO)

- To provide DLA enterprise IT products, services and infrastructure support
- DLA CSO solicitations can be found on either Federal Business Opportunities (www.fbo.gov) or on GSA eBuy (opened to GSA Federal Supply Schedule contractors only) via the following prefixes:

SP4701 DLA CSO Philadelphia, PA
SP4705 DLA CSO DLA HQ Ft. Belvoir, VA
SP4702 DLA CSO Columbus, OH
SP4706 DLA CSO Energy Ft. Belvoir, VA
SP4703 DLA CSO Richmond, VA
SP4707 DLA CSO Battle Creek, MI

• For more information: <u>DCSO.smallbusiness@dla.mil</u>



Additional DLA Buying Activities



DLA Distribution, New Cumberland, PA

- Worldwide network of 25 distribution depots
 - https://www.ddc.dla.mil/businessopportunities/default.aspx

DLA Disposition Services, Battle Creek, MI:

- DODs provider of choice for worldwide reuse, recycling and disposal solutions
 - http://www.dispositionservices.dla.mil/newproc/smallbusiness.shtml
 - http://www.dispositionservices.dla.mil/newproc/index.shtml



Additional DLA Buying Activities



DLA Strategic Materials, Ft. Belvoir, VA

 Manages the strategic and critical raw material stockpile that supports national defense needs

http://www.strategicmaterials.dla.mil/Pages/default.aspx

DLA Document Services, Mechanicsburg, PA

- Provides professional printing, copying, duplicating, scanning, imaging, document conversion, CD-ROM, and web services to the Defense Department and the Federal Executive Branch.
- Business opportunities are posted on either GSA eBuy or FedBizOps.

http://www.documentservices.dla.mil/index.html#2



Before You Can Sell To DLA



- Get a D-U-N-S (Dun & Bradstreet) Number: 1-888-347-0475
 - Register for your free DUNS number: http://www.dnb.com/
- Register in SAM to get a Commercial and Government Entity (CAGE) Code: www.sam.gov
- Register in DLA Internet Bid Board System (DIBBS): https://www.dibbs.bsm.dla.mil
- **List your small business in the Dynamic Small Business Database**. Like SAM, this is a search engine for buyers, a marketing tool, and a link to procurement opportunities: http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm



DLA Acquisition Regulations



- Federal Acquisition Regulation (FAR)
 - Governs the "acquisition process"
 - Regulates government personnel activities
 - Codified at Title 48, Chapter 1 of the United States Code of Federal Regulations
- Defense Federal Acquisition Regulation Supplement (DFARS) DoD FAR supplement
- Defense Logistics Agency Directive (DLAD)



How DLA Supply Centers Buys



85% of our solicitations are AUTOMATED via DLA Internet Bid Board System

- https://www.dibbs.bsm.dla.mil
- These procurements are system generated, web based, evaluated and awarded by the computer.
- <u>Automated</u> procurements have a <u>T or U in the 9th position</u> of the solicitation number.(Ex.SPE7M114<u>T</u>0123)
- 15% of NSNs actively purchased are 1G items.



Common Solicitation Types at DLA Supply Centers



- Request for Quotations (RFQs) *Under \$250,000*
 - Most common type Average award is <\$4,000
 - Generally quoted directly on our DIBBS web site
 - 30 35% are awarded without human intervention
- Request For Proposals (RFPs) Over \$250,000
 - Located on fedbizopps: https://www.fbo.gov
 - Solicitation must be filled in by hand and returned to
 - DSCC by a specific time and date
 - Proposals may be negotiated





National Stock Numbers

NSNs are the Government's part numbers

http://www.landandmaritime.dla.mil/offices/smbusiness

Halfway down, click on the Manufacturing Capability Survey hyperlink.



Capability Survey



Co	CAPABILITY STATEMENT FOR DEFENSE SUPPLY CENTER COLUMBUS Company Name: CAGE Code:															
									DUNS #:							
	C's Name: dress:								Position: Office Phone:							
	y, St., Zip:							Fax:								
	Email: Date:															
_	O	SMALL E	USINE		SOCIO-EC			OGRAM	CL							
+	Small Business			+ 11	IUBZone Ce	rtifie	a		-				e America y Disadvan		d Woman	
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_	Woman Owned Sm INDUSTRY FO				(a) Program		of vour	manufacti	rin	0.00	nahilit	ine?	(mark any t	hat ar	anlw)	
	Maritime				/ Land Veh			Ele				162 :			pace	
c	OMMODITY FOCUS											ner (Commodit			
	Structural Compor	nents		Pur	mps / Valves	3										
	Power train Comp				eumatics / H		ulics									
-	Suspension Comp Fuel System Comp				mbing / Fixt n / Weapon		,									
_	Steering / Axle Con				oes / Hoses	raits	•									
	Arresting / Braking	Systems		Elec	ctrical / Elec		ic									
_	PROCESS CA Casting	Extrusi		Marl	k all that appl	ly)					List O	ther	Processe	es:		
_	Forging	Packag														
	Stamping	Plating														
	Grinding				trical Assem	ıbly										
-	Screw Threads Machining	Surface			Making											
_	Welding	Paintin														
	Assembly	CARC														
-	Kitting Sewing	Sheet I		orro	osion Treatr	nent										
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	Steel (Carbon)				Precious Me	tals										
_	Stainless Steel Tool Steel		_		Hastelloy											
-	Armor Plate				Inconei Monel	nconel										
	Cast Iron				Powdered Metals											
	Aluminum			F	Fabric											
_	Copper				Rubber											
-	Bronze Brass				Plastic Ceramic											
	Titanium				Composite											
	Nickel				Glass											
1	MANUF	ACTURING	CAPA	ABI	LITIES OR L	IMIT 4	ATION	S (i.e. Din	nen	isio	ns, To	lera	ances, etc.)		
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3						6										
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4						13		(xyz) w/	19.5	5"x1	19.5" p	allet	changer @	⊉ 13	23 lbs	
5						15										
6						16										
7 8						17 18										
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		Milit	ary or	Ind	ustry Certifi		ns / Q	uality Sys	ten	ns i	n Plac	e:				
2						5	 									
3						6										
	OTHER INFORMATION (eg: FSCs - NAICS - Web site - Overflow of other sections): AREA EXPANDS															
Но	How many Axes' is your machinery capable of maximizing?															
We	Web:															
FS	Cs -															



How DLA Supply Centers Buy



- Approved CAGE Code & Part Number
 - Manufacturer(s) already approved
 - Approved source(s) for dealers and distributors
- Fully Competitive
 - Bidsets and Drawings Available
- Source controlled via approved sources
- Qualified Products/Manufacturers Lists (QPLs/QMLs)



What is on DIBBS?



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

DLA Internet Bid Board System (DIBBS):

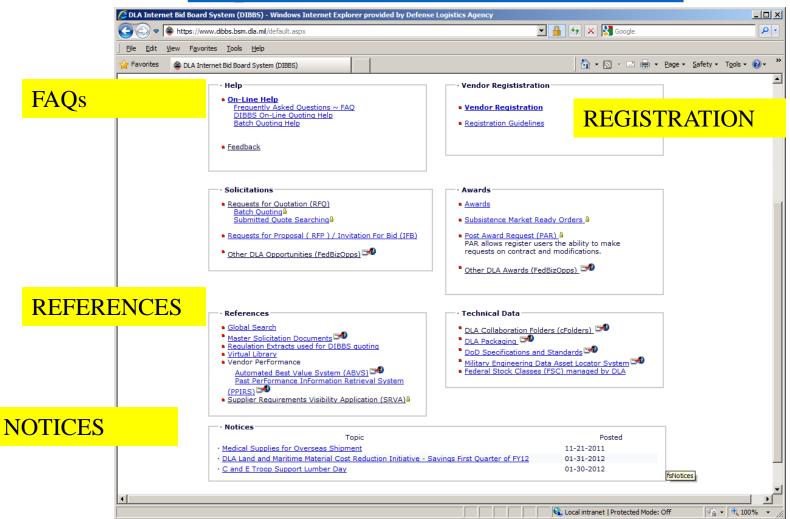
- View solicitations and submit quotes
- View RFPs
- View Long Term Contracts Opportunities
- View provisions, clauses and packaging specs
- View award history
- Access drawings and technical data (cFolders)
- Access Forecast (estimate) Information (Supplier Requirements Visibility Application or SRVA)
- Access the Past Performance Information Retrieval System (PPIRS)
- Your performance score used in award decisions Know it!



DIBBS Home Page



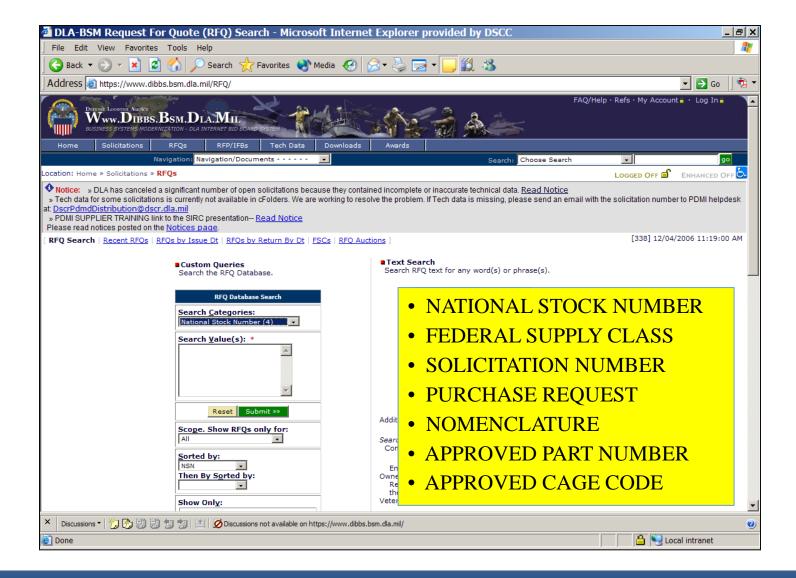
https://www.dibbs.bsm.dla.mil/





RFQ Database Search

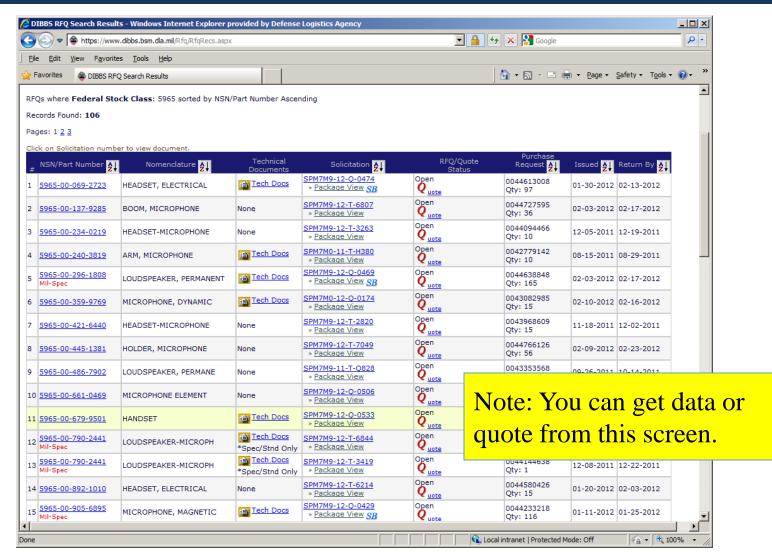






DIBBS Search







DIBBS Solicitation



OF PAGES IS NOT A SMALL BUSINESS SET-ASIDE REQUEST FOR QUOTATIONS IS X 6 1. REQUEST NO. 2. DATE ISSUED RATING REQUISITION/PURCHASE REQUEST NO. **Solicitation** UNDER BDSA REG. 2 SPE7MC-16-T-9705 2016 MAR 22 DO-C9 0062888954 AND/OR DMS REG. 1 5. ISSUED BY 6. DELIVER BY (Date) **Delivery Date** 20 DAYS ADO DLA LAND AND MARITIME MARITIME HARDWARE/ELECTRICAL 7. DELIVERY P O BOX 3990 OTHER FOB DESTINATION COLUMBUS OH 43218-3990 (See Schedule) USA Buyer 9. DESTINATION Name: Dale Loney Buyer Code:PLCLXXC Tel: 614-692-3059 Fax: 614-692-2474 a. NAME OF CONSIGNEE Email: Dale.Loney@dla.mil See Schedule 8. TO: b STREET ADDRESS c. CITY d. STATE e, ZIP CODE 10. PLEASE FURNISH QUOTATIONS TO THE IMPORTANT: This is a request for information, and quotations furnished are not offers. If you are unable to quote, please so indicate on this form and return it to the address in Block 5. This request does not commit the Government to pay any costs ISSUING OFFICE IN BLOCK 5 ON OR incurred in the preparation of the submission of this quotation or to contract for supplies or services. Supplies are of domestic BEFORE CLOSE OF BUSINESS (Date) origin unless otherwise indicated by quoter. Any representations and/or certifications attached to this Request for Quotations must be completed by the quoter

Help

Master Solicitation

POC INFORMATION:

2016 APR 01

WHEN TECHNICAL DATA IS PROVIDED IT MUST BE OBTAINED AThttps://pcf1.bsm.dla.mil/cfolders. DISCREPANCIES FOUND IN TECHNICAL DATAPROVIDED, SUBMIT REQUEST TO THE DLA CUSTOMER SERVICE WEBSITE:https://www.pdmd.dla.mil/cs/

11. SCHEDULE (See Continuation Sheets)

ALL OTHER QUESTIONS (SOLICITATION REQUIREMENTS, ITEM DESCRIPTION, AWARD CHOICE, ETC.), PLEASE CONTACT THE BUYER SHOWN ABOVE.

QUESTIONS REGARDING OPERATION OF THE DLA-BSM INTERNET BID BOARD SYSTEM SHOULD BE E-MAILED to DibbsBSM@dla.mil

FOR IMMEDIATE ASSISTANCE, PLEASE REFER TO THE FREQUENTLY ASKED QUESTIONS (FAQS) ON BSM DIBBS AT: https://www.dibbs.bsm.dla.mil/Refs/help/DIBBSHelp.htm OR PHONE 1-855-DLA-0001 (1-855-352-0001).

MASTER SOLICITATION

THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE DLA MASTER SOLICITATION FOR EPROCUREMENT AUTOMATED SIMPLIFIED ACQUISITIONS (PART 13) REVISION 32 (MARCH 9, 2016) WHICH CAN BE FOUND ON THE WEB AT: http://www.dla.mil/Portals/104/Documents/J7Acquisition/Master_Solicitation_REV_32_MAR_16.pdf



DIBBS Solicitation



	REQUEST FOR QU	OTATIONS	THIS RFQ IS X IS NOT A SMALL	BUSINE	SS SET	-ASIDE	PAGE OF	PAGES 6		
	1. REQUEST NO. SPE7MC-16-T-9705	2. DATE ISSUED 2016 MAR 22	 REQUISITION/PURCHASE REQUEST NO. 0062888954 	UN	IDER BD	NAT. DEF. SA REG. 2 MS REG. 1	RATING DO	I-C9		
	5. ISSUED BY DLA LAND AND MARITIME MARITIME HARDWARE/ELECTRI	CAL	•		6. DELIVER BY (Date) 20 DAYS ADO					
	P O BOX 3990 COLUMBUS OH 43218-3990 USA	ONE			7. DELIVERY FOB DESTINATION OTHER (See Schedule)					
	Name: Dale Loney Buyer Code:PLo Email: Dale.Loney@dla.mil	CLXXC Tel: 614-692-	3059 Fax: 614-692-2474	9. DESTINATION a. NAME OF CONSIGNEE						
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	SIMPLIFIED ACQUISITIONS	(PART 13) REVISIO	MS AND CONDITIONS SET FORTH IN THE DLA IN 32 (MARCH 9, 2016) WHICH CAN BE FOUND Initial March Solicitation, REV, 32, MAR, 16 adf.	ONIT	วนจ	ilahle				



DIBBS Solicitation



Continuation Sheet	Reference No. of Document Being Continued:	Page 2 of 8
	SPE7M5-16-T-4293	

SECTION A

THIS BUY MAY BE A CANDIDATE FOR AUTOMATED AWARD. HOWEVER, AUTOMATED SOLICITATIONS CONTAINING FIRST ARTICLE TEST REQUIREMENTS ARE NOT CANDIDATES FOR AN AUTOMATED AWARD. ALL QUOTES MUST BE SUBMITTED VIA THE DLA INTERNET BID BOARD SYSTEM (DIBBS) AT https://www.dibbs.bsm.dla.mil. MICRO-PURCHASE OUOTES MAY BE AWARDED PRIOR TO RETURN DATE.

FAR 52.219-6 NOTICE OF TOTAL SMALL BUSINESS SET-ASIDE

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM 334417 SEE http://www.sba.gov/content/table-small-business-size-standards

FOR THE CORRESPONDING SMALL BUSINESS SIZE STANDARD.

DFARS 252.225-7001, BUY AMERICAN AND BALANCE OF PAYMENTS PROGRAM,

APPLIES TO ALL QUOTES ABOVE THE MICRO-PURCHASE THRESHOLD.

DESTINATION INSPECTION REQUIRED - FAR 52.246-1 APPLIES.

Small Business Size for this NAICS Code



DLA Land & Maritime



Detachments

- Aberdeen, Maryland
- Mechanicsburg, Pennsylvania
- Warren, Michigan

Shipyards

- Norfolk, Virginia
- Portsmouth, New Hampshire
- Puget Sound, Washington
- Pearl Harbor, Hawaii



DLA Detachment Mission



- DLA Aberdeen Procurement Organization
 - Support to CECOM's Integrated Logistics Support Center (ILSC) C3T, ESA, IEW&S and P&E Directorates with the acquisition of new DLR Spares
- DLA Warren Procurement Organization
 - Support to TACOM's Integrated Logistics Support Center (ILSC) –
 R&S, FSO, and LSO Directorates with the acquisition of new DLR
 Spares
- DLA Mechanicsburg Procurement Organization
 - Support NAVSUP Weapons System Support with the acquisition of new DLR Spares

Depot Level Reparables are Procured by DLA



DLA Shipyard Missions



- DLA Maritime at Norfolk Naval Shipyard
 - Provides logistics supply support to the Navy Fleet assigned to the Norfolk Shipyard, in connection with conversion, overhaul, repair, alteration, dry docking, and outfitting of ships and craft.
- DLA Maritime at Portsmouth Naval Shipyard
 - Serves as the primary advocate to the Portsmouth Naval Shipyard (PNSY) supply support locally and at off-site locations. Provides Logistics Support for assigned submarines.

DLA provides logistics supply support for the ships and craft assigned to our Navy Shipyards



DLA Shipyard Missions



•DLA at Puget Sound Naval Shipyard & Intermediate Maintenance Facility

—Serves as the primary advocate for Puget Sound Naval Shipyard & Intermediate Maintenance Facility (PSNS & IMF) for supply support locally and at off-site locations.

•DLA Maritime Pearl Harbor

-Provides logistics supply support for the repair, maintenance, and modernization of Navy fleet assigned to the Pearl Harbor Shipyard

DLA provides logistics supply support for the ships and craft assigned to our Navy Shipyards



DLA Land and Maritime Detachment Key



	Aberdeen	Mechanicsburg	Warren
Department of Defense Agency Activity Code (DoDAAC)	SPRBL1	SPRMM1	SPRDL1
Customer	Communication and Electronics Command; Integrated Logistics Supply Center	Navy Supply Systems Command; Weapons System Support	Tank and Automotive Command; Integrated Logistics Supply Center
Engineering Support Activity (ESA)	Communications Electronics Research, Development and Engineering Center	Various Naval Engineering Support Activities; Weapon Systems Support (WSS)	Tank Automotive Research and Development Engineering Center
Identifiers/keys for Sources Sought and Procurement Announcements	Market Survey #### DoDAAC; year; R or Q and solicitation number SPRBL118R####	DoDAAC; year; R or Q and solicitation number SPRMM118R####	DoDAAC; year; R or Q and solicitation number SPRDL118R####
Requirement Identification	National Stock Numbers (NSN); Vendor Part Numbers	National Stock Numbers (NSN); Vendor Part Numbers	National Stock Numbers (NSN); Vendor Part Numbers
Detachment Procurement Posting Site	Federal Business Opportunities (fbo.gov)	Navy Electronic Commerce Online (NECO); Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)



DLA Land and Maritime Shipyard Key



	Norfolk	Portsmouth	Puget Sound	Pearl Harbor
Department of Defense Agency Activity Code (DoDAAC)	SPMYM1	SPMYM3	SPMYM2	SPMYM4
Customer	DoDAAC: N42158 Norfolk Naval Shipyard	Portsmouth Naval Shipyard (PNSY) industrial complex	DoDAAC;N4523A Puget Sound Naval Shipyard & Intermediate Maintenance Facility	DoDAAC; N32253, Pearl Harbor Naval Shipyard & Intermediated Maintenance Facility
Engineering Support Activity (ESA)	Shipyard Engineering Dept. where requirement was initiated	Portsmouth Naval Shipyard	Puget Naval Shipyard	Pearl Harbor Shipyard
Identifiers/keys for Procurement Announcements	DoDAAC	DoDAAC	DoDAAC	DoDAAC
Requirement Identification	Ship repair materials; Vendor & P/N; Salient Characteristics; MilSpecs	Vendor & P/N; Brand Name or Equal w Salient Characteristics; Milspecs; Drawings	Non-Nuclear Ship repair materials; Vendor & P/N, FSC/PSC/NAICS	P/N & Vendor; NSN & Manufacturer
Shipyard Procurement Posting Site	Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)	Federal Business Opportunities (fbo.gov)



DLA Aberdeen Team



CECOM

Points of Contact

Doug Nevins
Director
Douglas.Nevins@dla.mil
443-861-4510

Allison Scannell
Deputy Director
Allison.Scannell@dla.mil
443-861-4551

Brad Holtzapple
Small Business Program Manager /
Competition Advocate
Bradley.Holtzapple@dla.mil
443-861-4562

APG C4ISR Campus - Building 6001



DLA Mechanicsburg Team



Points of Contact

Quentin Smith Director

Quentin.Smith@dla.mil

717-605-2306

Emily Bear

Deputy Director

Emily.Bear.Scannell@dla.mil

717-605-5885

Brad Holtzapple

Small Business Program Manager

Bradley.Holtzapple@dla.mil

443-861-4562

NSA Mechanicsburg – Building 400



DLA Land-Warren (DLA-WRN) Team



Points of Contact

Vito Zuccaro
Director

Vito.Zuccaro@dla.mil

586-467-1300

Bryon Gerwolds

Deputy Director

Bryon.Gerwolds@dla.mil

586-467-1150

Carlo Daleo

Small Business Program Manager

Carlo.Daleo@dla.mil

586-467-1235

Detroit Arsenal, Warren, MI – Building 270



Locating Contracting Opportunities



Detachment specific opportunities:

• Visit https://www.fbo.gov/ and search by agency - i.e. "Department of the Army/Defense Logistics Agency Detachment"

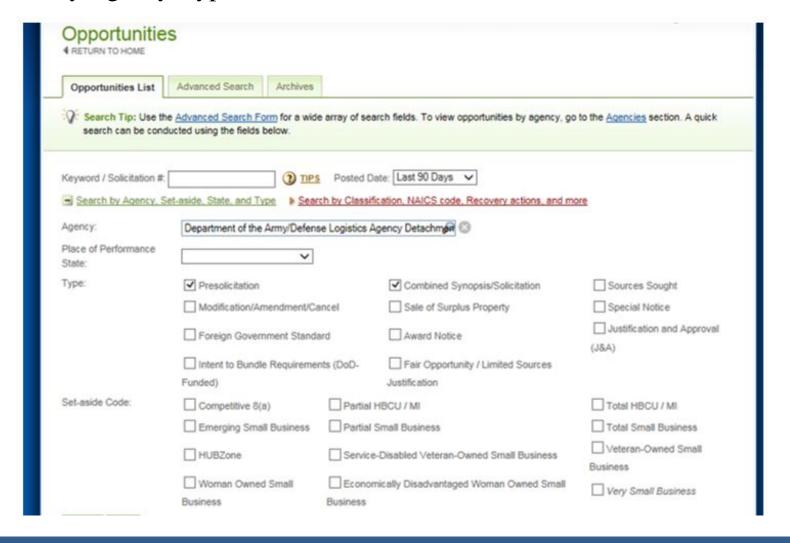




Locating Contracting Opportunities



Search by Agency, Type, Set-aside Code:





Doing Business with DLA L&M



Scan the QR Code below to access our "Doing Business With DLA Land and Maritime" website:

http://www.dla.mil/LandandMaritime/Business.aspx





Free Supplier Training Hosted by DLA Land and Maritime



Doing Business With DLA:

- Getting Started
- Assistance in your area (PTACs)
- Small Business Programs
- Quoting on DLA EBS DIBBS
- Alternate Offers how to get approved
- Understanding quality requirements
- Packaging what the government wants
- How to get Drawings
- Payment Processing
- And much more!

Training
Knowledge
Opportunities
Free Seminal

2018 TKO Seminar Schedule

- •Mar 20-21
- •May 15-16
- •Jun 21 PTAC Staff Only
- •Sep 11-12
- •Nov 6-7

Seating is limited – make reservations at:

https://tko.dla.mil/



Conclusion









