Doing Business with DLA
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

<table>
<thead>
<tr>
<th>Aviation</th>
<th>Land</th>
<th>Maritime</th>
<th>C&amp;T</th>
<th>Medical</th>
<th>Subsistence</th>
<th>C&amp;E</th>
<th>Energy</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Richmond</strong></td>
<td><strong>Columbus</strong></td>
<td><strong>Philadelphia</strong></td>
<td><strong>Ft. Belvoir</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aviation Original Equipment Manufacturer (OEM) Items</td>
<td>• Wheeled Vehicles</td>
<td>• Valves/Hardware</td>
<td>• Recruit Clothing</td>
<td>• Pharmaceutical</td>
<td>• Institutional Feeding</td>
<td>• Construction</td>
<td></td>
</tr>
<tr>
<td>Engines &amp; Airframes</td>
<td>• Tracked Vehicles</td>
<td>• Fluid Handling</td>
<td>• Organizational Clothing Equipment</td>
<td>• Medical/Surgical Equipment</td>
<td>• Operations Rations</td>
<td>• Equipment</td>
<td></td>
</tr>
<tr>
<td>Aviation Supply Chain Commodities</td>
<td>• Batteries</td>
<td>• Electronics</td>
<td>• Recruit Clothing</td>
<td>• Pharmaceutical</td>
<td>• Operations Rations</td>
<td>• Construction</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Nuts &amp; Washers</td>
<td>• Motors</td>
<td>• Organizational Clothing Equipment</td>
<td>• Medical/Surgical Equipment</td>
<td>• Produce</td>
<td>• Equipment</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Converters</td>
<td>• Packing/Gaskets</td>
<td>• Converters</td>
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<td><strong>EBS</strong></td>
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<td><strong>FAS</strong></td>
</tr>
</tbody>
</table>
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 YEARNING 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
  SP4702 DLA CSO Columbus, OH
  SP4703 DLA CSO Richmond, VA
  SP4705 DLA CSO DLA HQ Ft. Belvoir, VA
  SP4706 DLA CSO Energy Ft. Belvoir, VA
  SP4707 DLA CSO Battle Creek, MI

- For more information: DCSO.smallbusiness@dlamil
Additional DLA Buying Activities

**DLA Distribution, New Cumberland, PA**
- Worldwide network of 25 distribution depots

**DLA Disposition Services, Battle Creek, MI:**
- DODs provider of choice for worldwide reuse, recycling and disposal solutions
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)**
85% of our solicitations are AUTOMATED via DLA Internet Bid Board System

- [https://www.dibbs.bsm.dla.mil](https://www.dibbs.bsm.dla.mil)

- These procurements are system generated, web based, evaluated and awarded by the computer.

- **Automated** procurements have a T or U in the 9th position of the solicitation number.(Ex.SPE7M114T0123)

- 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](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

## Capability Statement for Defense Supply Center Columbus

<table>
<thead>
<tr>
<th>Company Name:</th>
<th>CAGE Code:</th>
<th>DUNS #:</th>
</tr>
</thead>
<tbody>
<tr>
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<tr>
<td>FOC's Name:</td>
<td>Position:</td>
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<td>Address:</td>
<td>Office Phone:</td>
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<td>Fax:</td>
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<tr>
<td>City, St., Zip:</td>
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<tr>
<td>Email:</td>
<td>Date:</td>
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</tr>
</tbody>
</table>

### Small Business Socio-Economic Program Classifications
- Small Business
- HUBZone Certified
- NIB / Source America
- Small Disadvantaged Business
- Service Disabled Veteran Owned
- Economically Disadvantaged Woman Owned SB
- Woman Owned Small Business

### Industry Focus
- Maritime
- Automotive / Land Vehicles
- Electronics
- Aerospace

### Commodity Focus
- Structural Components
- Pumps / Valves
- Power Train Components
- Pneumatics / Hydraulics
- Suspension Components
- Gun / Weapon Parts
- Steering / Axle Components
- Tubes / Hoses
- Arresting / Braking Systems
- Electrical / Electronic

### Process Capabilities
- Casting
- Extrusions
- Forging
- Extrusions
- Machining
- Grinding
- Plating
- Grinding
- Electronic / Electrical Assembly
- Screw Threads
- Tooling / Pattern Making
- Machining
- Surface Treatment
- Welding
- Painting
- Assembly
- CARC Paint
- Kitting
- Coatings & Corrosion Treatment
- Bending
- Sheet Metal

### Material Capabilities
- Steel (Carbon)
- Precious Metals
- Stainless Steel
- Hastelloy
- Tool Steel
- Inconel
- Armor Plate
- Monel
- Cast Iron
- Powdered Metals
- Aluminum
- Fiber
- Copper
- Rubber
- Bronze
- Plastic
- Brass
- Ceramic
- Titanium
- Composite
- Nickel
- Glass

### Manufacturing Capabilities or Limitations (i.e. Dimensions, Tolerances, etc...)

### Equipment List (if of, #-axis, Make/Model, Type, CNC/Manual, Press & Crane Tonnage), (xyz), dia x length

<table>
<thead>
<tr>
<th>#</th>
<th>1</th>
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<th>4</th>
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</tbody>
</table>

### Military or Industry Certifications / Quality Systems in Place:

### Other Information (eg: FSCs – NAICS – Web site – Overflow of other sections)

**How many Axes’ is your machinery capable of maximizing?**

**Web:**

**FSCs:**

---

**WARFIGHTER FIRST**

**15**
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!
RFQ Database Search

- NATIONAL STOCK NUMBER
- FEDERAL SUPPLY CLASS
- SOLICITATION NUMBER
- PURCHASE REQUEST
- NOMENCLATURE
- APPROVED PART NUMBER
- APPROVED CAGE CODE
DIBBS Search

Note: You can get data or quote from this screen.
<table>
<thead>
<tr>
<th>Request for Quotations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. REQUEST NO.</strong></td>
</tr>
<tr>
<td><strong>2. DATE ISSUED</strong></td>
</tr>
<tr>
<td><strong>3. REQUISITION/PURCHASE REQUEST NO.</strong></td>
</tr>
<tr>
<td><strong>5. ISSUED BY</strong></td>
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<tr>
<td><strong>6. DELIVER BY (Date)</strong></td>
</tr>
<tr>
<td><strong>7. DELIVERY</strong></td>
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<tr>
<td><strong>9. DESTINATION</strong></td>
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<tr>
<td><strong>10. PLEASE FURNISH QUOTATIONS TO THE ISSUING OFFICE IN BLOCK 5 ON OR BEFORE CLOSE OF BUSINESS (DATE)</strong></td>
</tr>
<tr>
<td><strong>11. SCHEDULE (See Continuation Sheets)</strong></td>
</tr>
</tbody>
</table>

POC INFORMATION:


QUESTIONS REGARDING OPERATION OF THE DLA-BSM INTERNET BID BOARD SYSTEM SHOULD BE E-MAILED TO dlbnsbms@dlad.mil


MASTER SOLICITATION

FOB Point will be “Destination” or “Origin”

**DO:** Critical to National Defense

**DX:** Highest National Defense Urgency

Helps to ensure that products, materials and services needed for defense are expeditiously available
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 QUOTES 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.
Detachments
• Aberdeen, Maryland
• Mechanicsburg, Pennsylvania
• Warren, Michigan

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

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

<table>
<thead>
<tr>
<th>Department of Defense Agency Activity Code (DoDAAC)</th>
<th>Norfolk</th>
<th>Portsmouth</th>
<th>Puget Sound</th>
<th>Pearl Harbor</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPMYM1</td>
<td>SPMYM3</td>
<td>SPMYM2</td>
<td>SPMYM4</td>
<td></td>
</tr>
</tbody>
</table>

| 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 |

Points of Contact

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

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443-861-4551

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

APG C4ISR Campus – Building 6001
Points of Contact

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Brad Holtzapple
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Bradley.Holtzapple@dla.mil
443-861-4562

NSA Mechanicsburg – Building 400
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Deputy Director
Bryon.Gerwolds@dlm.mil
586-467-1150

Carlo Daleo
Small Business Program Manager
Carlo.Daleo@dlm.mil
586-467-1235

Detroit Arsenal, Warren, MI – Building 270
Locating Contracting Opportunities

Detachment specific opportunities:

- Visit [https://www.fbo.gov/](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:
Scan the QR Code below to access our “Doing Business With DLA Land and Maritime” website:

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!

Seating is limited – make reservations at:

https://tko.dla.mil/

2018 TKO Seminar Schedule

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