DLA Overview

John Henley
Associate Director
Office of Small Business Programs
DLA Aviation
DLA must play a proactive role in DoD Readiness
MISSION:
Sustain Warfighter readiness and lethality by delivering proactive global logistics in peace and war.

VISION:
The Nation’s Combat Logistics Support Agency... global, agile, and innovative; focused on the Warfighter First!

WHY:
We serve the Warfighter and our Nation!
Why We’re Here

DLA BY THE NUMBERS

- **$37B** in Good & Services Annually
- Over **$10B** in Small Business
- **$1.4B** in Foreign Military Sales
- ~100% of Military Services’ Consumables
- 86% of Repair Parts
- **$272B** Active Contracts Managed
- **Executive Agent** for bulk fuel
- ~100% of medical material

= **Readiness**

**C**ollaboration

**R**equirements

**F**orecasting

**I**ndustry
Industry Engagement

The Imperative – why we do it and what we must do

• “We must work more closely with industry to maintain our technological and capacity overmatch, and we must push for more rapid innovation”
  – Secretary of Defense James Mattis

• “Communication with potential suppliers should occur early and frequently to gain better product and service information”
  – DoD Vendor Communication Plan

• “DLA is building stronger industry partnerships that are designed to meet long-term objectives and produce the most cost-effective and innovative solutions for our customers”
  – DLA Director, LTG Darrell K. Williams

Systematic - Proactive - Enterprise Approach
Major Subordinate Commands

END TO END SUPPLY CHAIN MANAGEMENT

Troop Support
Philadelphia, PA

Supply Chains: Subsistence, Clothing & Textiles, Construction & Equipment, Medical, and Industrial Hardware
- $14.3B Sales
- 51K+ Customers

Land & Maritime
Columbus, OH

Repair parts for ground-based and maritime systems
- 2K weapon systems
- $4.3B Sales
- 13K+ Customers

Aviation
Richmond, VA

Repair parts for aviation & nuclear systems, maps, & Industrial Plant Equipment
- 2K weapon systems
- $5.9B Sales
- 13K+ Customers

Energy
Fort Belvoir, VA

Global fuel and comprehensive energy solutions
- 602 Fuel Locations
- $8.9B Sales
- 4K+ Customers

Distribution
New Cumberland, PA

Global storage and distribution support
- 34 Distribution Centers
- $759M Revenue
- 243K+ Customers

Disposition
Battle Creek, MI

Global solutions for disposal of excess property
- Reutilization: $2.4B
- $299M Revenue
- 31K+ Customers

BUY

DISTRIBUTE

DISPOSE

*Aug 31 - FY 17 Actuals

DLA must play a proactive role in Dod Readiness
DLA Aviation

Provides global airpower supply solutions

CLASS IX

- Turbine engine components
- Air frame structural parts
- Flight safety equipment
- Electrical components
- Aviation lighting
- Bearings
- Commodities
- Cables

Procurement Organizations

- Richmond
- Fleet Readiness Centers
  - San Diego
  - Jacksonville
  - Cherry Point
- Depot Level Reparable sites
  - Ogden
  - Warner Robins
  - Huntsville
  - Oklahoma
  - Philadelphia

DLA Internet Bid Board
www.dibbs.bsm.dla.mil

FEDBizOPPS
www.fbo.gov
## Solicitation Opportunities

<table>
<thead>
<tr>
<th>Site</th>
<th>Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Richmond/FRCs</td>
<td>DIBBS (<a href="http://www.dibbs.dla.mil">www.dibbs.dla.mil</a>)</td>
</tr>
<tr>
<td>DLRs</td>
<td>FEDBIZOPPS (<a href="http://www.fbo.gov">www.fbo.gov</a>)</td>
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You can search using the DODAACs below in FEDBIZOPPS

<table>
<thead>
<tr>
<th>Site</th>
<th>DODAACs</th>
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<tbody>
<tr>
<td>Richmond</td>
<td>SPE4***</td>
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<td>Huntsville</td>
<td>SPRRA1</td>
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<td>Ogden</td>
<td>SPRHA1</td>
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<td>San Diego FRC</td>
<td>SPEFA1</td>
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<tr>
<td>Jacksonville FRC</td>
<td>SPEFA3</td>
</tr>
<tr>
<td>Cherry Point FRC</td>
<td>SPEFA5</td>
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Aviation Small Business Performance

**FY18 Highlights:**
- Exceeded goal (19.5% versus 18%)
- SB dollars highest ever at Aviation ($1.7B)—On track for higher $s in FY19

**Top 10 Products Procured:**

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Supply Class</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft Hydraulic, Vacuum and De-icing Components</td>
<td>1650</td>
</tr>
<tr>
<td>Aircraft Landing Gear Components</td>
<td>1620</td>
</tr>
<tr>
<td>Airframe Structural Components</td>
<td>1560</td>
</tr>
<tr>
<td>Bearings, Plain, Un-mounted</td>
<td>3120</td>
</tr>
<tr>
<td>Bushings, Rings, Shims and Spacers</td>
<td>5365</td>
</tr>
<tr>
<td>Cable, Cord and Wire Assemblies</td>
<td>5995</td>
</tr>
<tr>
<td>Chain and Wire Rope</td>
<td>4010</td>
</tr>
<tr>
<td>Electrical Hardware, Supplies</td>
<td>5975</td>
</tr>
<tr>
<td>Engine Electrical Systems Components, Aircraft</td>
<td>2925</td>
</tr>
<tr>
<td>Gas Turbines, Jet Engine and Components, Aircraft</td>
<td>2840</td>
</tr>
</tbody>
</table>
Small Business Engagement

DLA AVIATION SMALL BUSINESS PROGRAMS
Phone: 800-227-3603
Email: dlaavnsmallbus@dla.mil
Website: https://www.dla.mil/SmallBusiness/

Associate Director of Small Business Programs: 804-279-6330
Deputy Director, Richmond Team Lead: 804-279-3639
WOSB Manager: 804-279-1342
SDB/8(a) Manager: 804-279-4091
SDVOSB Manager: 804-279-1888
HUBZone Manager: 804-279-4719

Where to Find Procurement Opportunities

DLA Internet Bid Board System (DIBBS) is a web-based application that allows you to search for, view, and submit secure quotes on Requests for Quotations (RFQs) for DLA items of supply. DIBBS also allows users to search and view Requests for Proposals (RFPs), Invitations for Bid (IFBs), awards, and other procurement information related to DLA. www.dibbs.bsm.dla.mil

FedBizOpps (FBO) - Most DoD and Federal Government procurements over $25,000 are publicized in FedBizOpps. Federal Government Agencies publish their solicitations on FBO providing detailed information on how and when vendors should respond. Commercial vendors can utilize FBO to search, monitor, and retrieve potential opportunities matching the goods and services they provide. www.fbo.gov
Our “Asks”

*Where we could use your help...*

- Transparency & open communication
- Increasing material availability
- Reducing unfilled backorders
- Timeliness of goods/services
- Overcoming unexpected demand spikes
- Parts & distributor accountability
Wrap Up

• Our success in Warfighter Readiness depends on you!
• Identify your DLA Supply Chain
• Fill out the Aviation Capability Survey:
• Email survey to: DLAAVNSMALLBUS@dla.mil
• Contact us with questions: DLAAVNSMALLBUS@dla.mil
• Join us next summer for the 2020 DLA Aviation Industry Day