



INDUSTRY CONNECTIONS

QUARTERLY NEWSLETTER

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Light at the end of the tunnel

As the deputy director of DLA Energy Supplier Operations I think it's fair for me to say we have been pushed out of our collective comfort zones these past two years. Ensuring the DLA Energy mission of delivering energy to the warfighter and our whole of government partners is successful is quite a feat during the best of times, but during a pandemic? Well, it has certainly forced us to be creative, to say the least.

Our teams worked from home taking advantage of every new tool available to them to keep the lines of communication open with you, our industry partners. I can honestly say being forced to be creative and find new ways to do business has not been a bad thing. We have had to be more patient, agile and adaptive than we ever have before, because not delivering fuel or energy to our customers simply is not an option.

We are not the only ones who have been forced to do business differently, you have been too. You also had to work from home at times, you had health and safety concerns on your minds and just like us, you had to learn where the mute button is and how it worked! We recognize we haven't been working in a bubble these last two years and I personally want to thank you for being on this long, strange ride with us. It's not possible for us to do our jobs without you, a committed group of suppliers who are as dedicated to the warfighters' success as we are, so thank you.

It feels like we are entering a new phase this spring and there actually might be a light at the end of the tunnel. No one knows what this next chapter will look like or will bring us, but I do know that DLA Energy will continue supporting the warfighter and our whole of government partners. I also know that we can continue to count on you, our trusted industry partners who have never let us down.

No matter what happens, please continue to stay safe.



Kevin M. Ahern
Deputy Director,
Supplier Operations

PROGRAM SPOTLIGHT



Nowhere but UP ... Utilities Privatization

In this day and age, rarely do we think about how or why we automatically get fresh water from drinking fountains, or why the lights turn on when someone flips a switch. We know it's not magic or luck but few of us think twice about it until, of course, we're without fresh water, or lights or heat or a functioning septic system.

The good news is those of us who work at or visit the McNamara Headquarters Complex on Fort Belvoir, Va., and many other military installations throughout the country, don't have to worry about being without those utilities thanks to the DLA Energy Utility Services contracting team.

As the contracting agent of choice for the Army, (as well as for the Air Force and Navy) the team awarded long-term utilities privatization contracts in support of Fort Belvoir in 2006 and 2009. The two contracts ensure military members, their families and individuals working on the installation have what they need when it comes to everyday living and working conditions.

These privatization contracts help installations in other ways, too. Since catastrophic events can happen on an installation at any time, having utilities privatization contracts in place is a tremendous benefit.

When Hurricane Michael hit the Florida coastline in 2018, system owners at Tyndall Air Force Base readied for cleanup and repairs to their utility systems as soon as the area was declared safe. The base's UP contracts were put to use and the rebuilding effort began, focusing on resilience and new technologies for the utility systems. The Air Force has dubbed Tyndall the "base of the future."

Asset recapitalization is another important part of the UP program.

For example, West Point's wastewater treatment plant was constructed in 1955 and designed to treat 2 million gallons of wastewater a day. The plant is in failing condition, leading to multiple violations. Thanks to the existing UP contract, the system owner provided a solution to refurbish and expand the plant.

Utility Services Director Martha Gray is very proud of the staff, which is 75 people strong.

"They are experts in what they do to provide this complex contracting support to our privatized installations, helping to ensure safe, reliable and resilient utilities," she said.

Visit the DLA Energy Utility Services [webpage](#) for more information.



Utilities privatization contractor repairs sewer line in Oahu, Hawaii.
Photo credit: Aqua Engineers

DLA Energy Utility Services is the centralized contracting agent for the military services' utilities privatization programs.

Support includes contracting and technical pre- and post-award support for the following utility systems:

- *Water distribution
- *Wastewater collection
- *Electric distribution
- *Thermal
- *Natural gas distribution
- *Water plant
- *Wastewater plant

All Utility Services solicitations are available at www.SAM.gov. Search Contract Opportunities for "SP0600" under keyword.

DID YOU KNOW?



DLA Industry Engagement Plan Refreshed and Published

Early in March, DLA published a refreshed version of the Industry Engagement Plan. This publication is a good supplement to the [DLA Strategic Plan 2021-2026](#) that DLA Director Navy Vice Adm. Michelle Skubic revised and released shortly after she arrived at the agency.

The first IEP was published in 2018 and reflected DLA's commitment to strengthening industry partnerships. The strong relationships DLA Energy has with its suppliers is critical to the organization's ability to successfully carry out its mission. The plan highlights DLA's commitment to the warfighter and reiterates the importance of continuing to strengthen the relationships between DLA Energy and its industry partners.

Click this [link](#) for an electronic version of the plan.

DLA's strong relationship with its supplier community is critical to the agency's ability to successfully carry out its mission as the Nation's Combat Logistics Support Agency.

-Matthew R. Beebe
DLA Acquisition Executive

UPDATE

2022 DLA Energy Worldwide Energy Conference



As a reminder, even though we postponed the 2022 DLA Energy Worldwide Energy Conference, there will be other opportunities to meet DLA Energy leaders and the acquisition workforce in the months to come.

Please check the [DLA Energy Industry Engagement website](#) for future event updates and don't hesitate to reach out using the email below.

Here for You & Ready to Help

The DLA Energy Supplier Advocate team was initially established to help maintain strong relationships with existing industry partners and build new relationships with perspective partners. We've had to be very creative in our relationship building during the last two years of working from our home offices. It has been exciting and it has meant we needed to find new ways to engage with industry in the virtual environment. Hopefully, those virtual events will turn into hybrid events and then into in-person events soon.

Stay tuned! Contact us at the email below with any questions or comments.

If you have questions about DLA Energy or would like to see something in the next newsletter, please contact us at energy.industry-engagement@dla.mil.