



DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Land & Maritime

Industry Day Breakout

September 19, 2018



**DON'T MOVE
THE ROCKS!**
Moving the rocks will
destroy the homes of
many important fish,
insects and
salamanders.



WARFIGHTER FIRST



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Land Customer Operations

LTC Robert Newsom



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Land Forces Today

Major Deployments



ARFORGEN



**Sustainable
Readiness**

SRM = "remaining ready all of the time" – GEN Robert Abrams
FORSCOM Commanding General

CENTCOM

PACOM

EUCOM

AFRICOM

<ul style="list-style-type: none"> - Afghanistan: 7,500 - Iraq: 4,657 - Kuwait: 10,800 - SPMAGTF-CENT: 2,300 - 13th MEU: 2,200 	<ul style="list-style-type: none"> - Korea: 4,700 (rotational ABCT) - 31th MEU: 2,200 marines 	<ul style="list-style-type: none"> - Europe: 4,700 (rotational ABCT) - Black Sea Force: 265 marines 	<ul style="list-style-type: none"> - SPMAGTF-Africa: 1,100
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Land Forces – Current Trends



Army

- OP Atlantic Resolve / European Activity Set
- Regional Alignment
- Increasing unit deployments with home station equipment
- Diminished unit maintenance & materiel management skills
- 24 annual CTC rotations (BCT)

- 450K to 420K active Soldiers
- 45 x BCTs to 32 x BCTs

Takeaway High OPTEMPO



Increasing deployments with home-station equipment

USMC

- Aging Fleet
- Continued use of Special Purpose Marine Air - Ground TF (SPMAGTF)
 - CENT, AF, South
- Increasing unit deployments with home station equipment

- 202K to 183K active Marines
- 7 x MEUS

Level A Systems



Weapon System /FOV	MA	Readiness Status*
M-1 ABRAMS TANK	🟢	🟡
M-109 SERIES HOWITZER	🟢	🟡
BRADLEY FIGHTING VEHICLE SYSTEMS, (BFVS)	🟢	🟡
ARMY MRAP	🟢	🟢
TRUCK, VEHICLE SYSTEM, 1 1/4-TON (HMMWV)	🟢	🟢
INFANTRY CARRIER (STRYKER FIGHTING VEHICLE)	🟢	🟡
FAMILY OF MEDIUM AND LIGHT TACTICAL VEHICLES (FMTV)	🟢	🟢
HEAVY EXPANDED MOBILITY TACTICAL TRUCK (HEMTT)	🟢	🟢
PATRIOT MISSILE	🟢	🟢
MULTIPLE LAUNCH ROCKET SYSTEM (MLRS)	🟢	🟢
TOW MISSILE (GROUND - TOW I & II)	🟢	🟢
MISSILE, VEHICLE MOUNTED STINGER (AVENGER)	🟢	🟢
FIREFINDER RADAR AN/TPQ-36 AND AN/TPQ-37	🟢	🟢
AN/TSC-156 (PHOENIX)	🟢	🟢

Weapon System/FOV	MA	Readiness Status*
COMBAT, TANK M1A1	🟡	🟡
HOWITZER MEDIUM TOWED (M777A2)	🟢	🟢
RIFLED TOWED MORTAR (RTM),120 MM	🟢	🟢
ASSAULT AMPHIBIOUS VEHICLE, (AAV)	🟡	🟡
MORTAR, 81MM, M242	🟡	🟢
RECOVERY VEHICLE, (M88A2)	🟡	🟡
HIGH MOBILITY ARTILLERY ROCKET SYSTEM (HIMARS)	🟡	🟡
LIGHT ARMORED VEHICLE (LAV)	🟡	🟡
M-ATV (MRAP)	🟢	🟢
BUFFALO A2 MPCV CAT (MRAP)	🟢	🟡
COUGAR (MRAP)	🟢	🟡
HUSKY MINE DETECTOR SYSTEM	🟢	🔴
MULTI- PURPOSE TRACTOR (TRAM)	🟢	🟢
WATER PURIFICATION (TWPS)	🟡	🟡
RADAR SET, LIGHTWEIGHT 3D (AN/TPS-59)	🟡	🟢



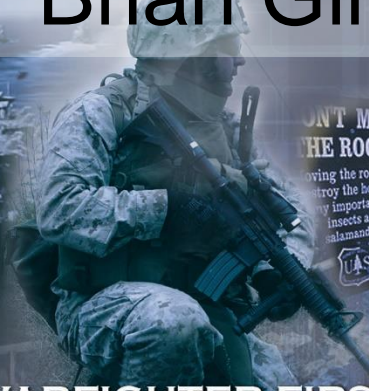
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Maritime Customer Operations

CAPT Brian Ginnane



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High OPTEMPO / Few Resources



Status of the Navy as of 8 June 2018

Deployable Battle Force Ships: 283

- Deployed Battle Force Across the Fleet Including Forward Deployed Submarines: 89
- Deployed Ships Underway: 45 (16%)
- Ships Underway for Local Ops / Training: 26 (9%)

Aircraft Carriers Underway:

- USS Harry S. Truman (CVN 75) - 6th Fleet
- USS Ronald Reagan (CVN 76) - Pacific
- USS George H.W. Bush (CVN 77) - Atlantic

Amphibious Assault Ships Underway:

- USS Essex (LHD 2) - Pacific
- USS Iwo Jima (LHD 7) - 5th Fleet

Aircraft (operational): 3700+





A Cooperative Strategy for 21st Century Seapower



Seapower in Support of National Security: Naval forces are aligned to accomplish their missions through five essential functions:

All Domain Access	Deterrence	Sea Control	Power Projection	Maritime Security
<ul style="list-style-type: none">• Surveillance & Reconnaissance• Command & Control (C2)• Cyber	<ul style="list-style-type: none">• Trident submarine (SSBN)• Carrier Strike Group (CSG)	<ul style="list-style-type: none">• Cruisers• Destroyers• Fast attack submarines	<ul style="list-style-type: none">• Carrier Strike Group (CSG)• Amphibious Readiness Group (ARG)	<ul style="list-style-type: none">• Cruisers• Destroyers• Littoral Combat Ship (LCS)

Force Design: Building a Fleet of 355 ships is now national policy per President Trump's signing of the 2018 National Defense Authorization Act.

- Balanced force of submarines, aircraft carriers, amphibious ships and surface combatants: Multi-mission capabilities
- Control lifecycle costs: Open Systems Architecture
- Plan and balance acquisition and maintenance to insure viability of industrial base

Develop and sustain product lines that support these systems, the Navy's contribution to the fight relies on these capabilities.



The National Fleet Plan



Charter

1. Achieve commonality and interoperability for 21st century maritime and naval operations
2. Translate strategic direction into actionable lines of effort

Integrated Logistics

Current State	Future State
<ul style="list-style-type: none"> • Identify commonality of spares <ul style="list-style-type: none"> – USCG National Security Cutter (NSC) and USN Littoral Combat Ship (LCS) – Offshore Patrol Cutter (OPC) and Joint High Speed Vessel (JHSV) • Utilize DLA as a responsive and cost effective source of supply • Coordinate maintenance and readiness sustainment work 	<ul style="list-style-type: none"> • Synchronize logistics innovation efforts <ul style="list-style-type: none"> – Additive manufacturing – Autonomous platform technologies – Alternative platforms • Common maintenance support contracts for LCS/NSC/OPC • Share Depot Level Repairables (DLR) inventory between services

**Increasing Operational Tempo:
Robust and integrated logistics is a force multiplier**



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Office of Small Business Programs

Ms. Coleen McCormick



WARFIGHTER FIRST



FY17 Business Profile and Subcontracting



Wholesale Sales

- FY17 \$3.5B

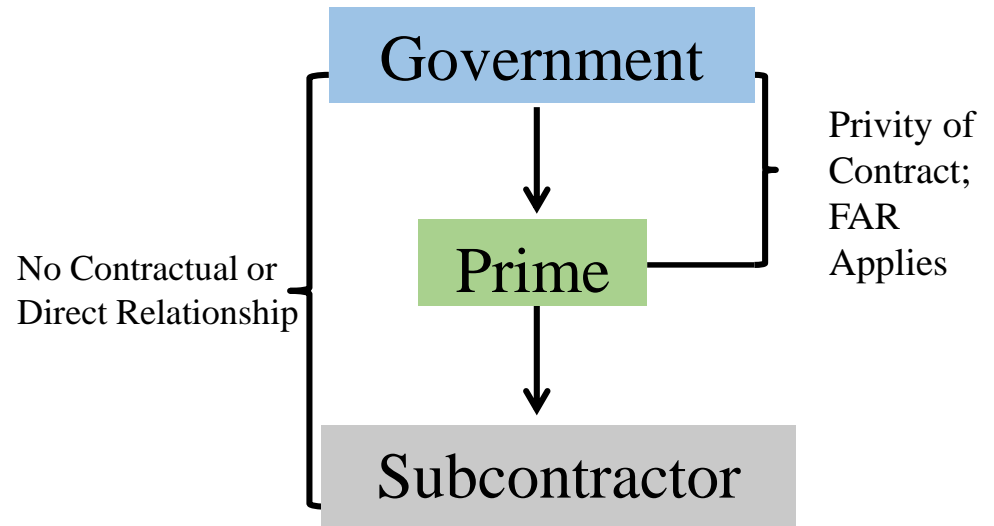
Sales by Wholesale Chain

- Land \$1.770B
- Maritime \$1.672B

Scope of Business

- 10.4M Requisitions/Year
- 428K Contracts/Year
- 1,173 Contracts & \$10.9M/Day
- 2M Items
- 2.2K Weapon Systems
- 16.3K Customers
- 5.1K Suppliers

Small Business Category	Prime	Subcontracting
Small Businesses	Statutory (23%)	Negotiated
WOSB	Statutory (5%)	Statutory (5%)
SDB	Statutory (5%)	Statutory (5%)
SDVOSB	Statutory (3%)	Statutory (3%)
HUBZone	Statutory (3%)	Negotiated (3%)





Resources for Locating Small Business



- DLA Internet Bid Board System (DIBBS)
- System for Award Management (SAM)
- Small Business Dynamic Search (SBDS)
- Procurement Technical Assistance Centers (PTACs)
- Small Business Administration (SBA)
- FEDBIZOPPS

The screenshot shows the SBA Dynamic Small Business Search (DSBS) website. At the top, there are navigation links for 'Skip Navigation', 'Accessibility Options', 'Mobile View', 'Print', 'Exit', and 'Help'. The main header includes the SBA logo and 'DSBS' with sub-links for 'DSBS', 'Quick Market Search', and 'TM OnLine'. A 'Ready' status indicator is in the top right corner.

Below the header, a welcome message reads: 'Welcome to the Dynamic Small Business Search'. A note states: 'Phone number hotlinks can be used to dial the number on mobile phones. Address hotlinks can be used to show the address in Google Maps.'

A prominent red warning message says: 'This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.'

The 'Location of Profile' section includes a 'States:' dropdown menu with a list of states (AL - Alabama, AK - Alaska, AA - American Atlantic (APO/FPO), AE - American Europe (APO/FPO), AP - American Pacific (APO/FPO), AS - American Samoa, AZ - Arizona, AR - Arkansas, CA - California). A 'Searching within a State:' section contains a note '(Requires exactly one state from the State list at left.)', a 'Congressional District:' field with a 'Help' link, and a 'County:' dropdown menu with a 'Select 1 State, then press Lookup' prompt and a 'Lookup Help' link. Below this are input fields for 'Area Code or Phone Number Initial Fragment', 'Metropolitan Statistical Area' (with a 'Help' link), 'SBA Servicing Office' (with a 'Help' link), and 'Zip Code or Zip Code Initial Fragment'. A note '(How to make multiple selections.)' is also present.

The 'Government Certifications' section is divided into two columns:

- 8(a) Certified or 8(a) Joint Venture:**
 - Required (Active Certifications only)
 - Required (Active Certifications and Previously Certified)
 - Required (Previously Certified only)
 - Not Required
- Small Disadvantaged Business:**
 - Required (Active Certifications only)
 - Required (Active Certifications and Previously Certified)
 - Required (Previously Certified only)
 - Not Required

At the bottom, there is a 'HUBZone Certifications:' section and a footer with the following text: 'Last modified: 07/13/2004 12:00:00 AM', navigation links for '> FirstGov > E-Gov > Regulations.gov > White House', and a status bar: 'SBA Processing: 0.261 seconds Version: SBSS 8.1.1 Session timeout in 59 minutes.' The footer also includes links for '* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA'.



Assistance

<http://www.dla.mil/SmallBusiness/>

- Explain Government Procurement Terminology, Procedures, and Regulations
- Facilitate Communication with Agency Small Business and Contracting Personnel
- Provide Useful Resources and Websites
- DLA Land and Maritime Office of Small Business Programs: (614) 692-3541

The screenshot shows the DLA Small Business website interface. At the top, there is a search bar labeled "Search Defense Logistics" and a navigation menu with options: HOME, WHAT DLA OFFERS, DOING BUSINESS WITH DLA, ABOUT DLA, and CAREERS. The main heading is "DLA Small Business".

On the left side, there is a vertical menu with the following items:

- DLA Small Business Home
- Doing Business With DLA
- DLA Small Business Resources
- Procurement Technical Assistance
- Small Business Innovation Programs
- DLA Small Business Outreach Calendar
- About DLA Small Business
- Contact DLA Small Business

Below this menu is a section titled "STEPS TO SUCCESS - DOING BUSINESS WITH DLA".

On the right side, there is a section titled "DLA RESOURCES" with a list of links:

- ASSIST - Quick Search - search for defense and federal specifications and standards, military handbooks, commercial item descriptions, data item descriptions, MS detail drawings, Qualified Product Lists (QPLs), and related technical documents.
- DLA Internet Bid Board System (DIBBS) - search for, view, and submit secure quotes on Request for Quotations for DLA items of supply.
 - DIBBS Pocket Guide - Do you have questions about DIBBS?
 - Accessing Technical Data through DIBBS - cFolders
- Defense Logistics Agency Directive (DLAD)
- Enterprise Business Systems Supplier Information Resource Center
- Federal Supply Classes Managed by DLA - via the DLA Internet Bid Board System (DIBBS)
- FedMall Supplier Portal - The Supplier Portal is designed for Vendors who wish to sell items in FedMall. From the Supplier Portal, Vendors may view and maintain the catalogs, access purchase orders, and manage their FedMall accounts.
- FREE Training, Knowledge, and Opportunities (TKO) Seminar and Webinars
- Invoice, Receipt, Acceptance, and Property Transfer (iRAPT) - is a secure web based system for electronic invoicing, receipt, and acceptance.
- Interactive Government & Industry Data Edit & Review (iGIRDER) - provides government contractors, manufacturers, vendors, and suppliers the ability to review and/or update product information used by Federal and Civil activities.
- NAICS, NIINs & Nomenclature - (Large File - Loads Slowly)
- North American Industry Classification (NAICS) to Federal Supply Class or Product Service Code
- Web Federal Logistics Information System (WebFLIS) - provides essential information about supply items including the NSN, the item name, manufacturers and suppliers (including part numbers), through a web interface connected to FLIS data.
- What is a National Stock Number? - useful information on National Stock Numbers (NSN)

