



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

Supplier Operations Commodities Webinar Series

Daniele Kurze, Director Supplier
Operations Commodities
October 13, 2022



WARFIGHTER ALWAYS



Agenda


- **Opening Remarks**
 - Daniele Kurze, Director Supplier Operations Commodities, Defense Logistics Agency (DLA) Aviation
- **Facilitator**
 - Julia Roquemore, Deputy Director, Supplier Operations Commodities, DLA Aviation
- **Presenters**
 - Chris Hall, Deputy Director, DLA Office of Small Business Programs (OSBP)
 - John Henley, Associate Director, Small Business, DLA Aviation
- **Open Q&A**
 - Crystal Ober, Deputy Director, Small Business, DLA Aviation
 - Tammy Birdsong, Procurement Center Representative, U.S. Small Business Administration




How to Submit a Question in the Q&A

Zoom Webinar


Enter Full Screen



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**Supplier Operations
Commodities Webinar Series**

Daniele Kurze, Director Supplier
Operations Commodities
February 9, 2022

WARFIGHTER ALWAYS

Join Audio

Chat

Raise Hand

Q&A

Leave

WARFIGHTER ALWAYS

Briefer: Daniele Kurze



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The Nation's Combat Logistics Support Agency

DLA Small Business Programs

Chris Hall
Deputy Director
Office of Small Business Programs



WARFIGHTER ALWAYS



Defense Logistics Agency

MISSION:

Deliver readiness and lethality to the Warfighter Always and support our nation through quality, proactive global logistics.

VISION:

As the nation's Combat Logistics Support Agency and valued partner, we are innovative, adaptable, agile, and accountable – focused on the Warfighter Always.

Critical Capabilities

People & Culture:
Supporting our people

Fiscal Stewardship:
Investing in outcomes

Digital-Business Transformation:
Embracing the future

Lines of Effort





Defense Logistics Agency

6 Major Subordinate Commands

• DLA AVIATION

Manages the supply chain for aviation weapons systems repair parts, flight safety equipment, maps, consumable hardware, environmental products and industrial plant equipment.

• DLA TROOP SUPPORT

Manages the supply chains for food, textiles, construction material and medical supplies and equipment, including pharmaceuticals.

• DLA DISPOSITION SERVICES

Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.

• DLA LAND AND MARITIME

Manages the supply chain for ground-based and maritime weapons systems repair parts, consumable hardware, small arms parts and fluid-handling systems.

• DLA ENERGY

Manages the supply chain for petroleum and lubrication products, alternative fuel and renewable energy, aerospace energy; provides fuel quality and technical support, fuel card programs and installation energy services.

• DLA DISTRIBUTION

Provides storage and distribution solutions and management, transportation planning and management, logistics planning and contingency operations; operates a global network of distribution centers.

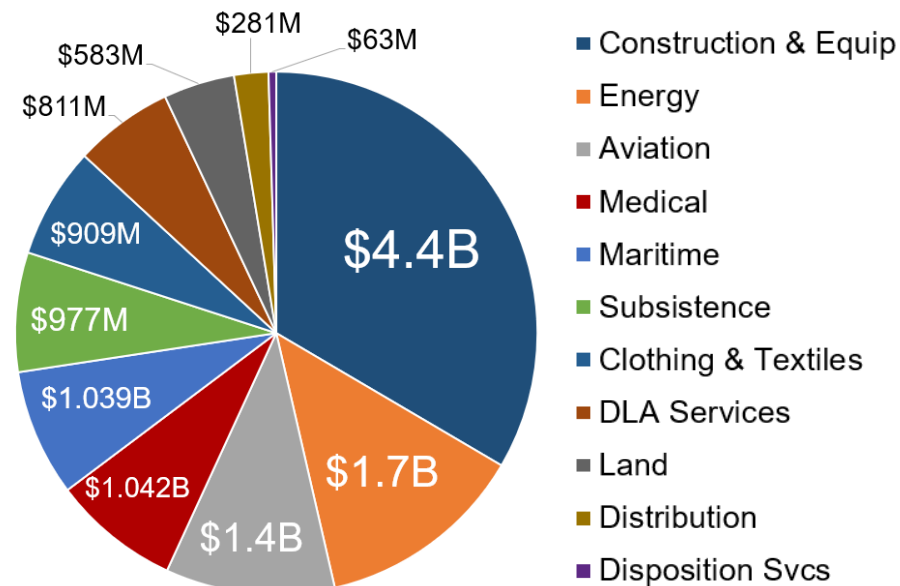
Manages 8 Supply Chains



About
5 million
line items

and provided more than
\$46 Billion
in goods and services for FY2021

Small Business Contracts - FY2021



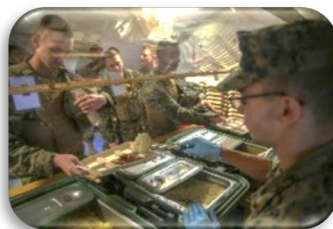


DLA Troop Support Philadelphia, PA

Provides food, uniforms, protective equipment, construction items, medicines and medical supplies to warfighters and customers around the world

SUBSISTENCE: CLASS I

- Garrison feeding
- Produce and market ready
- Operational rations
- Food prep/field feeding equipment



CONSTRUCTION & EQUIPMENT: CLASS IV & VII

- Facilities maintenance
- Equipment
- Wood products
- Safety and rescue equipment



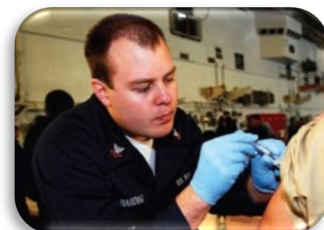
CLOTHING & TEXTILES: CLASS II

- Field and dress clothing
- Recruit clothing
- Body armor
- Organizational clothing and individual equipment
- Equipment and tentage



MEDICAL: CLASS VIII

- Pharmaceuticals
- Medical surgical supplies
- Hospital equipment/supplies
- Capital equipment
- Assemblies/kits





DLA Aviation Richmond, VA

Provides global airpower supply solutions

AVIATION: CLASS IX

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

ADDITIONAL DLA AVIATION SERVICES

- Maps
- Environmental products
- Packaged petroleum
- Industrial gases
- Industrial plant equipment

OPERATIONAL AND INDUSTRIAL SUPPORT





DLA Land and Maritime Columbus, OH

Provides global Land and Maritime supply chains

LAND: CLASS IX

- Wheeled, tracked and heavy vehicle parts
- Vehicle maintenance kits
- Power transmission, engine and suspension components
- Tires
- Batteries
- Small arms parts



MARITIME: CLASS IX

- Valves
- Fluid handling
- Electrical/electronics
- Motors
- Packing/gaskets

CONSUMABLE HARDWARE: CLASS IX

- Consumable repair parts
- Fastening devices
- Miscellaneous hardware



DLA Energy Fort Belvoir, VA

Globally resilient Energy solutions for the warfighter and whole of government

PETROLEUM, OIL & LUBES: CLASS III

- DoD Executive Agent and DoD Integrated Materiel Manager for all bulk petroleum
 - Commercial and MILSPEC fuels
 - Storage, laboratory, and alongside aircraft refueling support
 - End to end supply chain management
 - Fuels international agreements



ENERGY SERVICES & COMMODITIES

- Aerospace energy
 - Bulk liquid propellants, cryogenics, specialty chemicals, and gases
- Installation energy
 - Natural gas, electricity, renewable power, energy savings performance contracts
- Utilities system privatization





DLA Distribution New Cumberland, PA

DoD's Joint Storage and Distribution Provider



Storage & Distribution Functions

- Wholesale and retail receipt, store, issue material
- Inventory
- Preservation, packaging, packing and marking



Transportation Planning & Management

- Coordination of transportation requirements for DLA S&D locations & vendors



Customer Service

- Materiel movement tracking & expediting

LOCATIONS

20 STATES

24 DISTRIBUTION CENTERS

7 COUNTRIES

41 OTHER LOCATIONS



Storage & Distribution Program Management

- Performance
- Infrastructure
- Acquisition
- Equipment



Logistics Planning & Contingency Ops

- Safety
- Deployable Distribution Center
- Compliance
- Contingency S&D Contracts
- Flexible support for surge needs
- Fluid Workforce



DLA Disposition Services Battle Creek, MI

Provides worldwide reverse logistics solutions

- Reutilization (military services and DoD)
- Special programs
- Transfer (to federal agencies)
- Donation (to state and local agencies)
- Sales of excess DoD property
- Contingency operations support
- Demilitarization
- Hazardous waste disposal
- Law Enforcement Support Office





DLA Contracting Services Office Philadelphia, PA

AREAS OF RESPONSIBILITY

Enterprise-wide support for:

- IT products, systems, programs, solutions, services
- Office device leasing & management
- Knowledge-based professional services
- Facilities related services
- Contracts for other agencies (e.g., DCAA)
- R&D - SBIR, STTR, RIF, Broad Agency Announcements



CONTRACT VEHICLES

- J6 Enterprise Technology Services (JETS)
- GSA multiple award schedules
- NASA Solutions for Enterprise-Wide Procurement (SEWP)





Procurement Technical Assistance Program (PTAP)

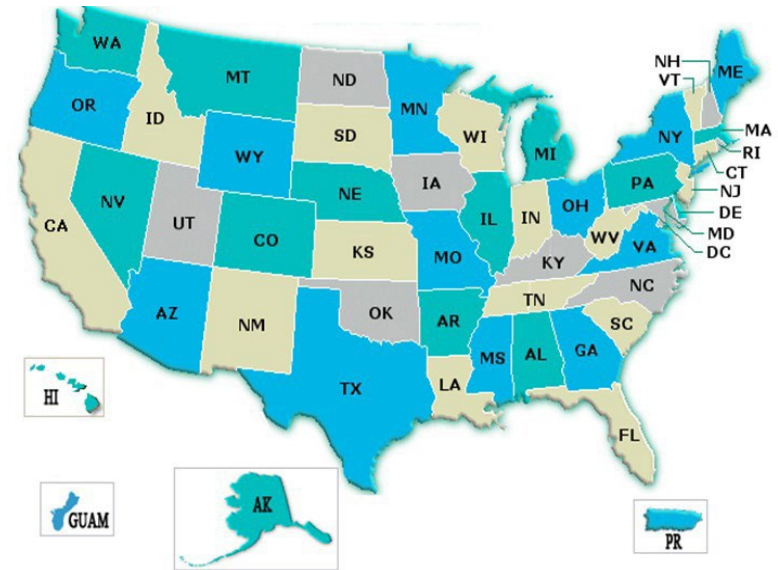
House Armed Services Committee –

“The committee recognizes the importance of PTAP, a nationwide network of community-based procurement professionals that provides critical assistance to small businesses seeking to participate in Department of Defense and other federal agency procurement contracts. The PTAP helps generate new procurement suppliers for the Department, resulting in a stronger industrial base, greater competition, and higher-quality goods at lower cost for the taxpayer.”



PTAP: National Coverage

- There is a PTAC in most states, Washington, D.C., and US Territories.



- Specialized PTACs provide assistance to tribal, Native and Indian-owned businesses.



DEFENSE LOGISTICS AGENCY
THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY

- HOME
- WHAT DLA OFFERS ▾
- WORKING WITH DLA ▾
- ORGANIZATIONS ▾
- CUSTOMER SUPPORT ▾
- CAREERS
- ABOUT DLA ▾

DLA Office of Small Business Programs



Getting Started with DLA

The Office of Small Business Programs can help you get started doing business with the Defense Logistics Agency



Opportunities and Forecasts

Find ways to do business with the Defense Logistics Agency by checking out the opportunity and forecast resources below.



Programs and Resources

Learn about the programs and resources provided by DLA's Office of Small Business



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Small Business Overview

John Henley
Associate Director
Office of Small Business Programs
DLA Aviation





DLA Aviation Portfolio

DLA Aviation is responsible for supply at six major industrial maintenance, repair, and overhaul facilities, and for storage operations at three. DLA Aviation also operates five Depot Level Repairable (DLR) Procurement organizations.



Aviation Command

- Richmond, VA
- Depot Level Repairable
- Huntsville, AL
- Ogden, UT
- Oklahoma City, OK
- Philadelphia, PA
- Warner Robins, GA

Industrial Plant Equipment

- Mechanicsburg, PA
- Industrial Support Activity
- Cherry Point, NC
- Jacksonville, FL
- Ogden, UT
- Oklahoma City, OK
- San Diego, CA
- Warner Robins, GA

DLA Aviation's primary mission is to procure repair parts for both fixed- and rotary-wing aircraft. Top NAICS Codes:

336413	AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING
334511	DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL EQUIPMENT
332510	HARDWARE MANUFACTURING
332991	BALL AND ROLLER BEARING MANUFACTURING
334419	OTHER ELECTRONIC COMPONENT MANUFACTURING
332722	BOLT, NUT, SCREW, RIVET, AND WASHER MANUFACTURING
333517	MACHINE TOOL MANUFACTURING

Small Business Performance

FY 2022	Goal	Performance	Small Business Dollars
SB	20.0%	23.2%	\$1.29B



REMINDER: Solicitation Opportunities

Site	Opportunities
Richmond/FRCs	DIBBS (www.dibbs.dla.mil)
DLRs	sam.gov

You can search using the DODAACs below in sam.gov

Site	DODAACs			
Richmond	SPE4***			
Huntsville	SPRRA1	SPRRA2		
Ogden	SPRHA1	SPRHA2	SPRHA3	SPRHA4
OKC	SPRTA1			
Philadelphia	SPM5A3	SPM5AG	SPRPA1	
Warner Robins	SPRWA1	SPRWA8		
San Diego FRC	SPEFA1			
Jacksonville FRC	SPEFA3	SPEFA4		
Cherry Point FRC	SPEFA5	SPEFA6		



Set Aside Programs

HUBZone

FAR 19.13

- Competitive set-asides
- Sole Source set-asides

HUBZone PM: Ashley Wilkins

Women Owned

FAR 19.15

- NAICS specific set-aside program
- Ensure certified in SAM and DSBS
- Competitive set-asides
- Sole Source set-asides

Women Owned PM: Allen Ellery

Small Disadvantaged/8(a)

FAR 19.8

- Sole Source 8(a) set-asides:
Restricted area of DIBBS
- Competitive set-asides only over \$7M

8(a) PM: Myra Shelton

Service-Disabled Veteran

FAR 19.14

- Competitive set-asides
- Sole Source set-asides
- New SBA certification coming

SDVOSB PM: Steven Powell

**Competitive Set Asides:
Rule of Two Applies
Need Expectation of Two**

**Subcategory Set Asides:
Must provide a SB product unless
SBA wavier applies**



Best Value

Awards may be made at other than low price using best value score. Higher score minimizes risk to the Government

SPRS

Supplier Performance Risk System (SPRS)

<https://www.sprs.csd.disa.mil/>

Web-enabled application that provides timely and pertinent contractor past performance information and assists acquisition officials in accessing contractor past performance data

Best Value Tips

- **Be careful to protect your score and keep your performance at its best.**
- **Validate your performance data in SPRS**
- **Check your score monthly during preview period.**
- **Use the challenge process if you see discrepancies. All challenges to vendor performance data must be initiated in SPRS**



Fair Market Price (FMP)

“Fair Market Price” means a price based on reasonable costs under normal competitive conditions and not on lowest possible cost

- Solicitations issued as set-asides should be awarded as set-asides when the price can be found to be a FMP
- The preferred method for determining FMP is comparison of the proposed price(s) to historical prices paid (Using the Producer Price Index <https://www.bls.gov/ppi/>)
- You can provide an informal cost breakdown to explain pricing (Material, Labor, G&A, Profit, Etc.)
- Contracting Officers have broad discretion in determining the FMP



Post Award Debriefing Rights

- Offerors can be debriefed and furnished the basis for the selection decision and contract award.
- Offeror must submit a written request within 3 days after the date on which that offeror has received notification of contract award
- The maximum extent practicable, the debriefing should occur within 5 days after receipt of the written request
- Debriefings of successful and unsuccessful offerors may be done orally, in writing, or by any other method acceptable to the contracting officer.

**In accordance with FAR
15.506**



Post Award Request (PAR) Escalation

A Post Award Request (PAR) is an electronic request for post award action/ information on an award that can be submitted by suppliers via DIBBS (DIBBS Home page-Under Awards)

- Allows suppliers to communicate their requests for post award action or information directly to the Award Administrator
- Provide tracking visibility into post award actions

In May 2022, DLA Aviation Commodities Directorate launched a Vendor PAR Escalation mailbox VendorPARescalation@dla.mil.

Process developed to adjudicate vendor PARs that have not had progress within 60 days of submission and contact to the PAR point of contact listed in DIBBs has been unsuccessful.

Testing of the Vendor PAR Escalation mailbox will continue through October 31, 2022.

IMPORTANT NOTE:

This escalation mailbox is only for orders issued to suppliers by DLA Aviation Commodities Directorate, Richmond, VA.



Aviation Small Business Office

Webinars/Training:

<https://www.dla.mil/Aviation/Business/Events/>

<https://www.dla.mil/Small-Business/Resources/Outreach-Calendar/>

Procurement Technical Assistance Centers

Assist with registration in systems such as the SAM, identification of contract opportunities, help in understanding requirements and in preparing and submitting bids. Most of the assistance the PTACs provide is free.

<https://www.dla.mil/SmallBusiness/PTAP/>

DLA AVIATION SMALL BUSINESS PROGRAMS

Email: dlaavnsmlbus@dlamail.mil

Website:

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

Associate Director of Small Business

Programs: John Henley

Deputy & Team Lead: Crystal Ober

SARs & Team Lead: Kevin Minter

WOSB Manager: Allen Ellery

SDB/8(a) Manager: Myra Shelton

SDVOSB Manager: Steven Powell

HUBZone Manager: Ashley Wilkins



Aviation Small Business Office Cont'd

- DLA HQ Small Business Email: DLAHQSmallBusiness@dla.mil
- DLA Aviation Small Business Email: DLAAVNSmallBus@dla.mil
- Tammy Birdsong, Procurement Center Representative, U.S. Small Business Administration: Tammy.Birdsong@sba.gov
- Protest Requests: AVN_FAW-A_protests@dla.mil

