



DEFENSE LOGISTICS AGENCY

Established 1961

DLA Distribution Business Opportunities Forecast

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May 14, 2025



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



DLA Distribution Business Opportunities Forecast

Purpose:

Provide an overview of DLA Distribution's procurement spend and possible future procurement opportunities

Agenda:

- DLA Distribution J7 Information
- Location Acronyms
- How We Approach Business
- Spend Profile – Services
- Procurement Forecast – Services
- Spend Profile – Supplies
- Procurement Forecast – Supplies
- Industry Engagement Plan



Information



Guidance



Decision



Other

The overall classification of this presentation is:

Cleared for Open Publication



DLA Distribution J7 Information

- Solicitations and Requests for Information are advertised at SAM.gov
 - Search for DLA Distribution under DODAAC SP3300
 - Contact information will be available within each Solicitation/Request for Information
 - Vendors can setup searches and turn on notifications:
(See [GSAFSD kb articles - GSA Federal Service Desk Service Portal](#))
- Oral quotes may be used for items under \$25k
- APEX Accelerators (previously PTACs) offer free education and training to help small businesses participate in DoD contracts or contracts with other agencies. You can identify your local APEX Accelerator at:
<https://www.aptac-us.org/contracting-assistance/>
- Please contact us at DistributionJ7@dla.mil if you have any questions



DLA Distribution Location Acronyms

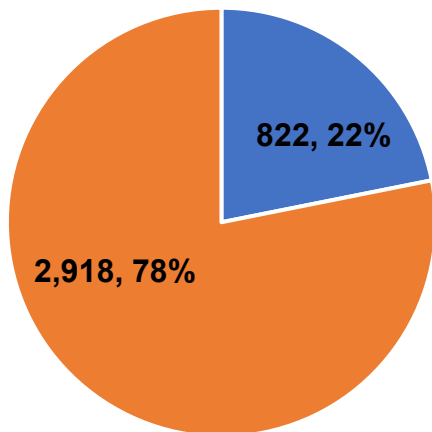
- DDAA – Anniston, AL
- DDAG – Albany, GA
- DDBC – Barstow, CA
- DDCN – Cherry Point, NC
- DDCT – Corpus Christi, TX
- DDDA – Djibouti, Africa
- DDDC – San Diego, CA
- DDDE – Europe
- DDDK – Korea
- DDGM – Guam
- DDHU – Hill, UT
- DDJC – San Joaquin, CA
- DDJF – Jacksonville, FL
- DDNB – Bahrain
- DDNV – Norfolk, VA
- DDOO – Oklahoma City, OK
- DDPH – Pearl Harbor, HI
- DDPW – Puget Sound, WA
- DDRT – Red River, TX
- DDRV – Richmond, VA
- DDSI – Sigonella, Italy
- DDSP – Susquehanna, PA
- DDTP – Tobyhanna, PA
- DDWG – Warner Robins, GA
- DDYJ – Yokosuka, Japan



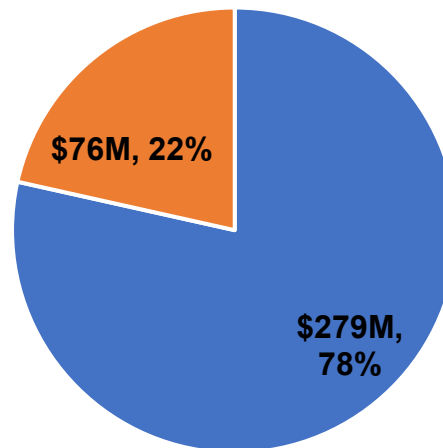
How We Approach Business

DLA Distribution Procurement Profile

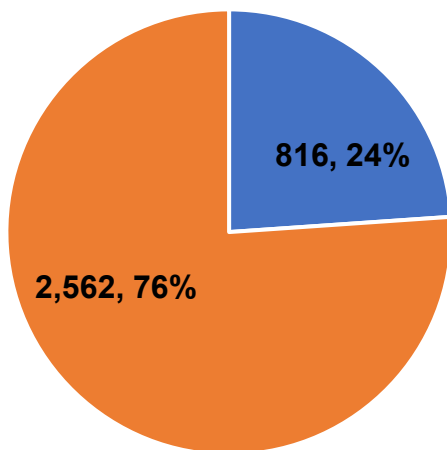
FY 23 Actions, 3,740



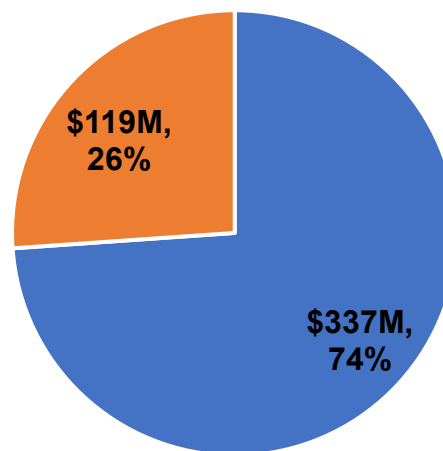
FY 23 Obligations, \$355M



FY 24 Actions, 3,378



FY 24 Obligations, \$455M

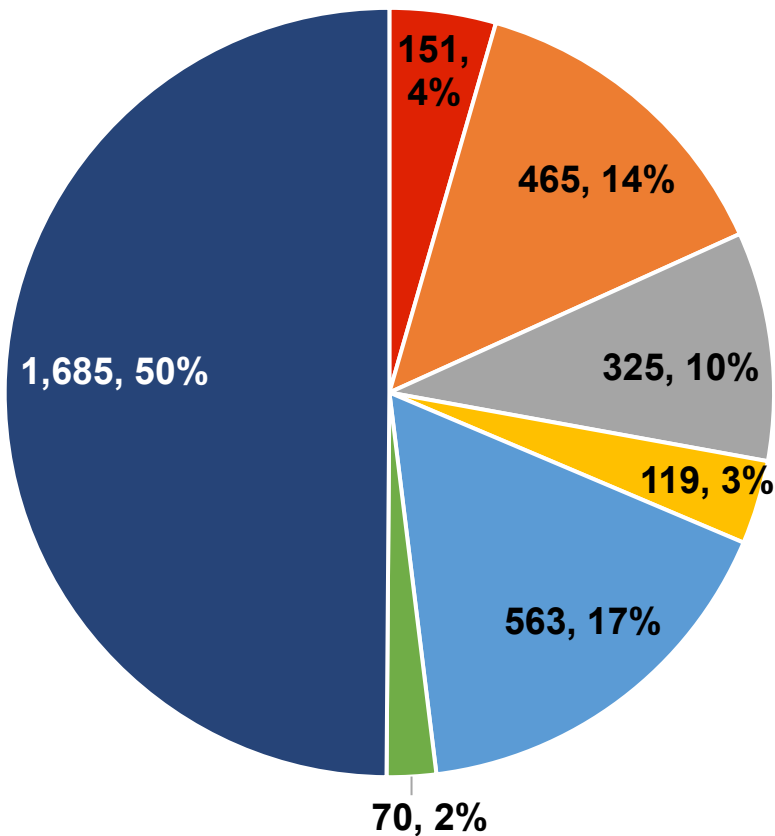


■ Services ■ Supplies

How We Approach Business How We Buy

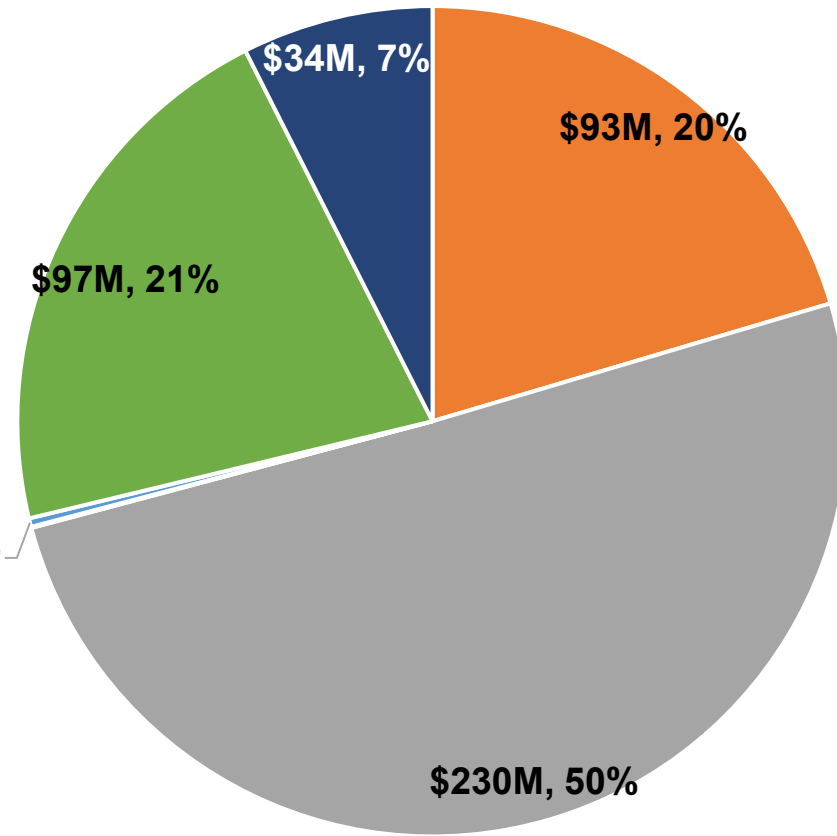


FY 24 Actions, 3,378



- LTCs/BPAs
- DELIVERY ORDER (SUPPLY)
- TASK ORDER (SERVICE)
- BPA CALL
- GSA/FEDMALL
- DEFINITIVE CONTRACT
- PURCHASE ORDER

FY 24 Obligations, \$455M





How We Approach Business Small Business

Category	FY23 Goals	FY23 Achievements	FY 24 Goals	FY24 Achievements	FY25 Goals
SB	60%	74.31%	58%	61.82%	58%
SDB	25%	50.66%	25%	38.69%	5%
WOSB	5%	18.72%	5%	14.08%	15%
SDVOSB	3%	15.49%	5%	5.78%	6%
HUBZn	3%	2.94%	3%	3.30%	3%



How We Approach Business FY24 Competition Data

FY 24 Overall Achievement

Goal
85%

Competed

91%

\$414M

Not Competed

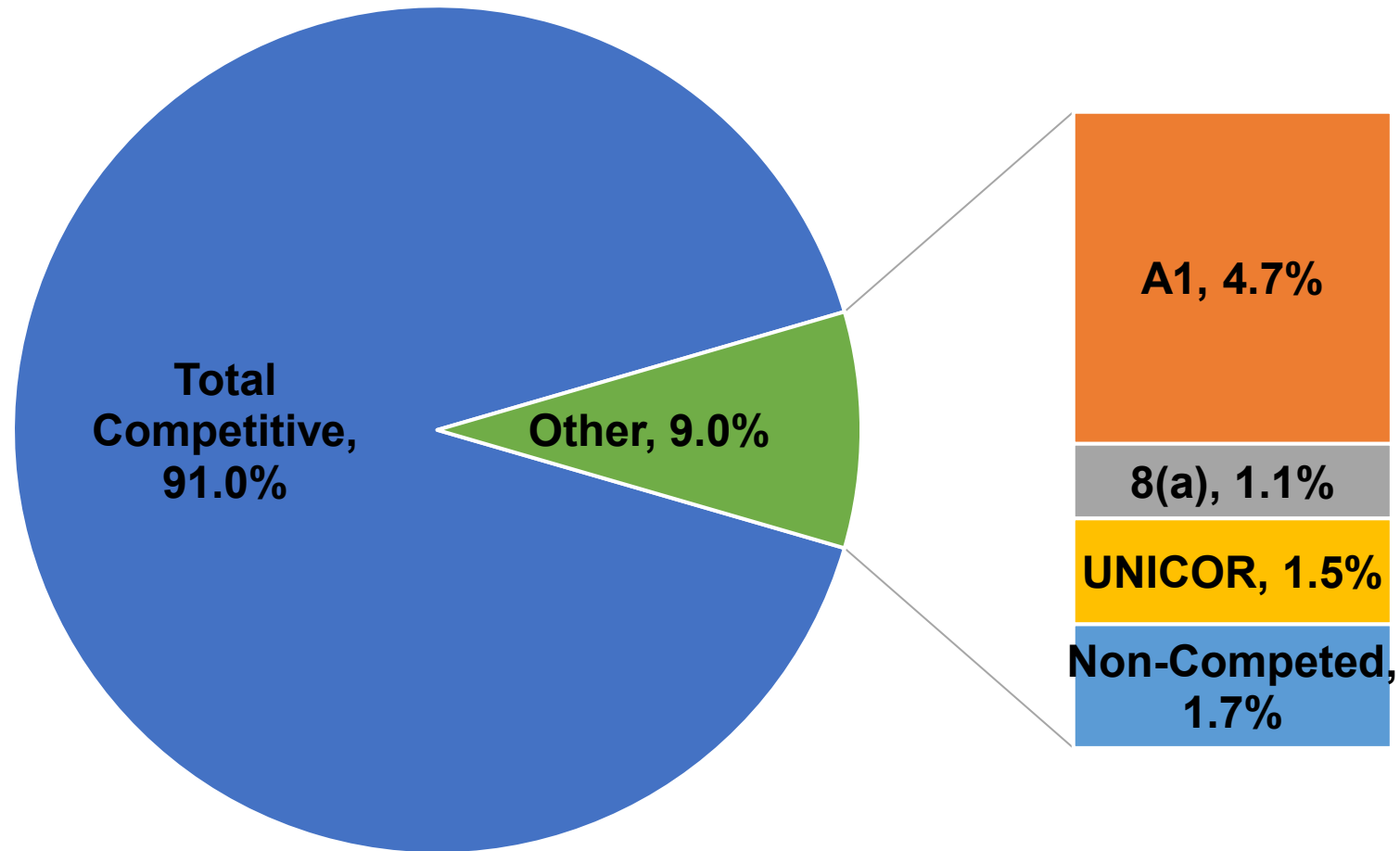
9%

\$41M

Total

100%

\$455M





How We Approach Business Market Research

- Searches
 - Internet - search engine
 - GSA and SAM.gov
 - Small Business Dynamic Search (NAICS search)
 - Small Business tracking spreadsheet
 - Locally maintained
 - Contact DLA.Distribution.OSBD@dla.mil
 - History – within Distribution procurement tool/FPDS
- Sources Sought Postings (SAM.gov)
- Past Performance (Informal Offeror List)
- Market Intelligence Tools
 - FactSet
 - ThomasNet

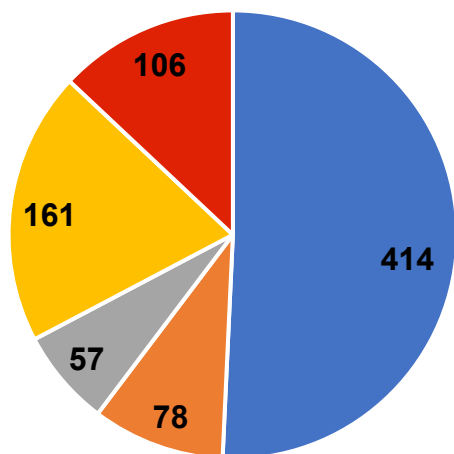
Capabilities Info/Line Cards sent to DistributionJ7@dla.mil will be provided to appropriate Contracting Officers



DLA Distribution Spend Profile – Services by Portfolio

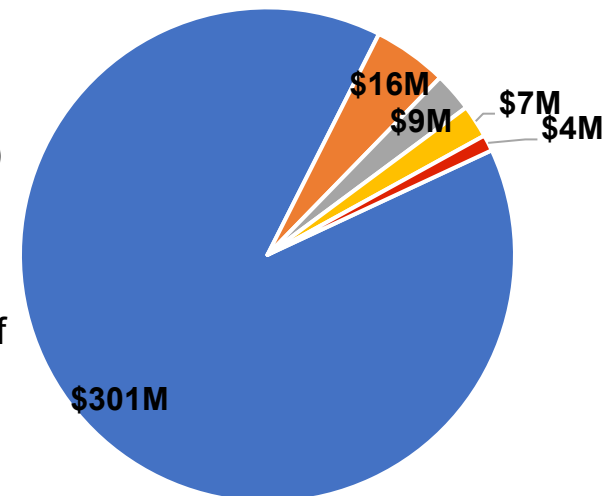
- Distribution Operations
 - 11 GOCOs
 - S&D of MRE, FF&V
 - Labor Augmentation
 - 3PL Haz Material Support
- Global Distribution Expeditionary Contract
- Professional Services
- Facilities
 - Janitorial
 - Equipment Maintenance & Repair
 - Facilities Maintenance & Repair
- Minor Construction

FY 24 Actions (816)



- S - Utilities and Housekeeping
- R - Support (Professional/Administrative/Management)
- Z - Maintenance, Repair, Alteration of Structure/Facilities
- J - Maintenance, Repair, and Rebuilding of Equipment
- Other

FY 24 Obligations (\$337M)





Procurement Forecast - Services

Portfolio S: Housekeeping

Facility Related Services (FY 26)

DDJC: Installation Support Services (S216)

DDCT: HAZMAT Management Services (S216)

DDRT: Janitorial Services (S201)

DDBC: Carpet/Floor Cleaning (S201)

DDPW: Floor Mat & Dust Mop Service (S201)

DDJC: Laundry Services – Towels (S209)

Logistics Support Services (FY 26) – S215

Distribution Operations:

DDDC, DDBC, DDNV, DDDA, DDAG, DDHU

Global Distribution Expeditionary Contract (GDEC)

Operational Rations Cold Storage

CMS and 3PL: DLA Aviation FRCs



Procurement Forecast - Services

Portfolio R: Support (Professional/Administrative/Management)

Business Administration Services (FY 26)

Sign Language Interpretation Services (R608)

Management Advisory Services (FY 26)

Professional Services Contract Support (R499)

Project Management Support (R499)

Warehouse Utilization Effort (R408)



Procurement Forecast - Services

Portfolio J: Maintenance, Repair, and Rebuilding of Equipment

Industrial Products Install/Maint/Repair (FY 26)

DDOO: AbilityOne Reclamation Services (J081)

DDHU: AbilityOne Reclamation Services (J081)

DDYJ: Vertical Lift Maintenance (J039)

DDNV: Gate Maintenance (J036)

DDWG: Weight Handling Equipment Maint (J039)

DDAG: Hydraulic Dock Leveler Maint (J039)

DDWG: Ice Machine Maintenance (J073)

Facilities Related Services (FY 26)

DDAG: HVAC Maintenance (J041)

Security Services (FY 26)

DDJF: Lenel Maintenance (J063)

DDDC: Lenel Maintenance (J063)

Office Management Services (FY 26)

DDRV: Postage Meter Maintenance (J074)



Procurement Forecast - Services

Portfolio: All Other Remaining Actions

Facilities Related Services (FY 26)

DDJC: Water Sampling & Analysis (F103)

Miscellaneous S&E (FY 26)

DDRT: Portable Toilet Lease & Maint (W085)

Textile, Clothing, & Equipage (FY 26)

DDHU: Industrial Cleaning (W084)

Quality Control (FY 26)

Inspection of Thermal Heat Chambers (H336)

Healthcare Services (FY 26)

DDWG: Preemployment Physical Exams (Q403)

Installation of Equipment (FY 26)

DDCN: Commercial Internet Line (N099)

DDWG: Commercial Internet Line (N099)

Office Management Services (FY 26)

DDNV: Postage Meter Rental (W075)



Procurement Forecast - Services

Efforts – FY 27

Asbestos, Lead, Mold Remediation Services

Professional Services Support (BD)

Confidential Material Shredding Services

DDSP: Fire System Maintenance

DDJC: Canine Drug & Explosives Detection

Efforts – FY 28

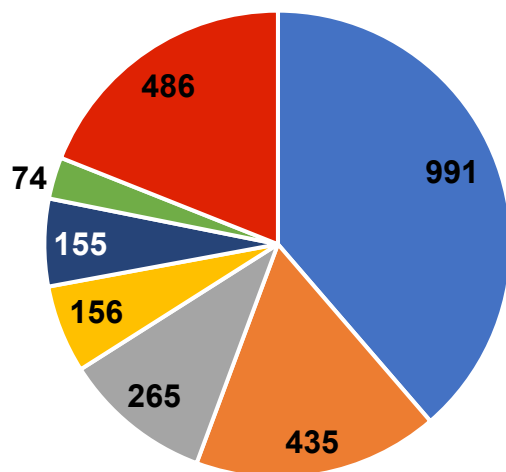
DDAA: Ice Machine Maintenance



DLA Distribution Spend Profile - Supplies

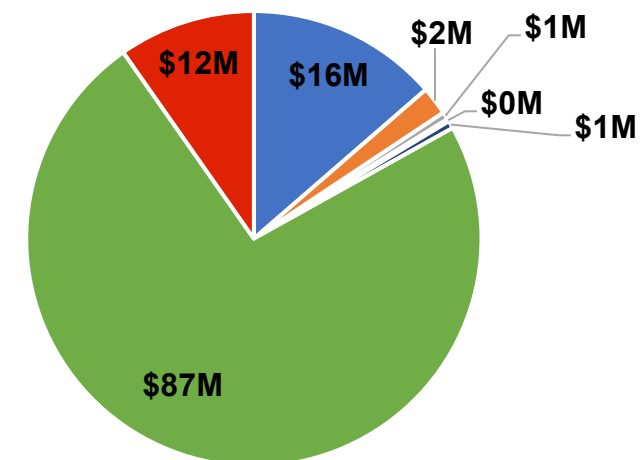
- Operational
 - Boxes & Envelopes
 - Packaging Material (i.e., Bubble Wrap)
 - Pallets
- Cold Chain Storage
- Materials Handling Equipment
- Modernization/Communications (i.e., VoicePick)
- Office Supplies (i.e., Tape, Labels)
- Facilities (i.e., Racking)

FY 24 Actions (2,562)



- 81 - Containers, Packaging, and Packing Supplies (CPP)
- 75 - Office Supplies & Devices (OS&D)
- 53 - Hardware & Abrasives (H&A)
- 51 - Hand Tools (HT)
- 42 - Fire Fighting, Rescue, and Safety Equipment (FFRSE)
- 39 - Materials Handling Equipment (MHE)

FY 24 Obligations (\$119M)





- Categories of supply requirements are based upon Distribution Center needs/budget
 - Material Handling Equipment
 - Racking, Cabinets, Bins, Shelving, Furniture
 - Containers, Packaging, and Packing Supplies (Boxes)
 - Communication Equipment
 - Office Supplies and Devices
- Supply requirements traditionally increase during FY 4th Quarter
- Monitor Contract Opportunities at SAM.gov under DODAAC SP3300



Containers, Packaging, and Packaging Supplies (FY 26)

Sheet Metal

Nails and Screws

Insulated Thermal Shipping Containers

DDOO: Wooden Shipping Containers

Sandpaper

Batteries & Chargers

SPI Containers

Office Supplies and Devices (FY 26)

Toner

Procurement Forecast - Supplies



Efforts – FY 27

Special Purpose Clothing

Nails and Screws

Envelopes



DLA Distribution J7 Industry Engagement Plan



DLA TRANSFORMS – A CALL TO ACTION – STRATEGIC PLAN 2025 – 2030



DEFENSE LOGISTICS AGENCY
The Nation's Logistics Combat Support Agency

DLA Director's Intent

- Focus is on our combat support mission
- DLA's Strategic Plan 2025-2030, "DLA Transforms: A Call to Action", identifies four transformative imperatives to provide DLA with its focus: people, precision, posture, and partnerships
- Partnerships – Expand Industrial Base partnerships to grow access to capability and capacity through the defense logistics enterprise

DLA Distribution J7's IE Plan builds off of DLA HQ's IE 5 Focus Areas

- Supplier Communication and Interaction
- Balancing Business Decisions and Fiduciary Responsibilities
- Supplier Feedback Management and Advocacy
- Drive Efficiencies and Innovation in Our Business
- Assess and Mitigate Supply Chain Risk

Metrics to performing against this plan include:

- Manage acquisition performance
- Meet SB (58%) and Competition (85%) Goals
- Increased AbilityOne engagement
- New DLA IE Plan (Partner Engagement Plan) being drafted will result in a new DLA Distribution IE Plan (Partner Engagement Plan)
- Participate in DLA HQs Association Webinar – Demand Forecast
- Increased presence at Industry Engagement events
- Planning for DLA Distribution Industry Day follow-on activities – 1 v 1 meetings with KOs

