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DEFENSE LOGISTICS AGENCY

Established 1961



DLA Distribution

Business Opportunities Forecast

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Pre-solicitation Notice SP330026SS5005



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

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PEOPLE ★ PRECISION ★ POSTURE ★ PARTNERSHIPS

WARFIGHTER ALWAYS

Last updated: June 12, 2026

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
- Procurement Integrated Enterprise Environment
- Industry Partnership Plan

Briefing Type:

- 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](#))
- Vendors are encouraged to register for Procurement Integrated Enterprise Environment (PIEE) Solicitation Module (see slides 23-26)
- Oral quotes may be used for items under \$25k
- Acquisition strategies may change for follow-on requirements
- 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.apexaccelerators.us/>
- Please contact us at DistributionJ7@dla.mil if you have any questions

DLA Distribution Location Acronyms



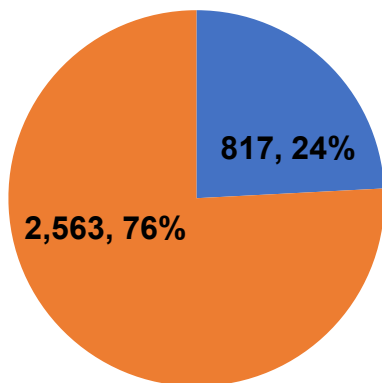
- DDAA – Anniston, AL
- DDAG – Albany, GA
- DDBC – Barstow, CA
- DDCN – Cherry Point, NC
- DDCT – Corpus Christi, TX
- DDDA – Djibouti, Africa
- DDDC – San Diego, CA
- DDDE – Europe
- DDDK – Korea
- DDGM – Guam
- DDHU – Hill, UT
- DDJC – San Joaquin, CA
- DDJF – Jacksonville, FL
- DDNB – Bahrain
- DDNV – 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
- DDJS – Saudi Arabia

How We Approach Business

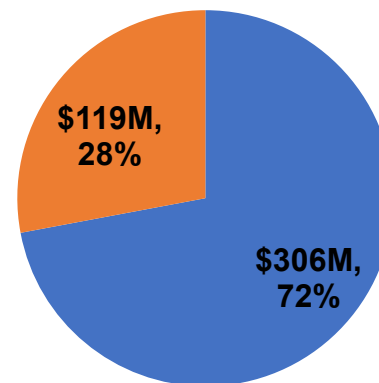
DLA Distribution Procurement Profile



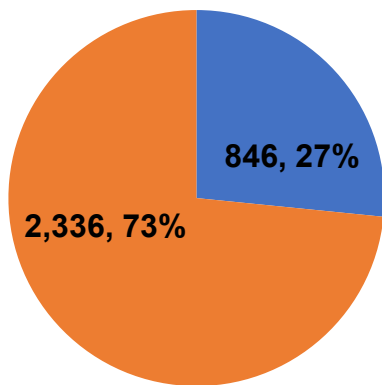
FY 24 Actions, 3,380



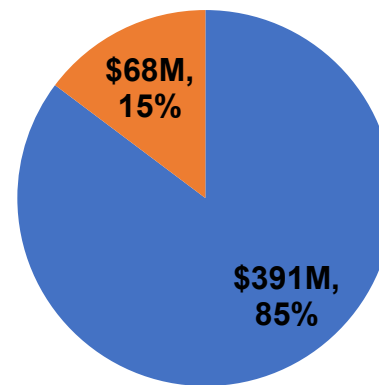
FY 24 Obligations, \$425M



FY 25 Actions, 3,182



FY 25 Obligations, \$459M



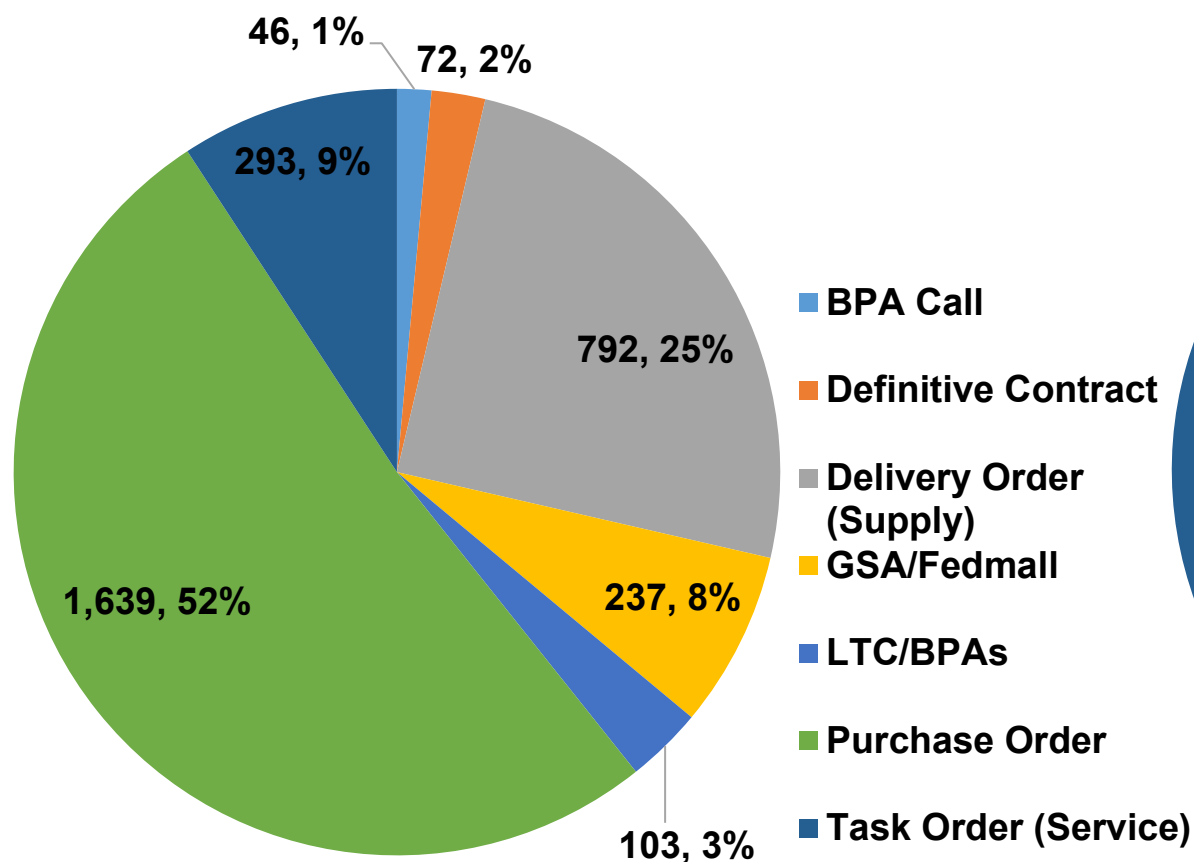
■ Services ■ Supplies

How We Approach Business

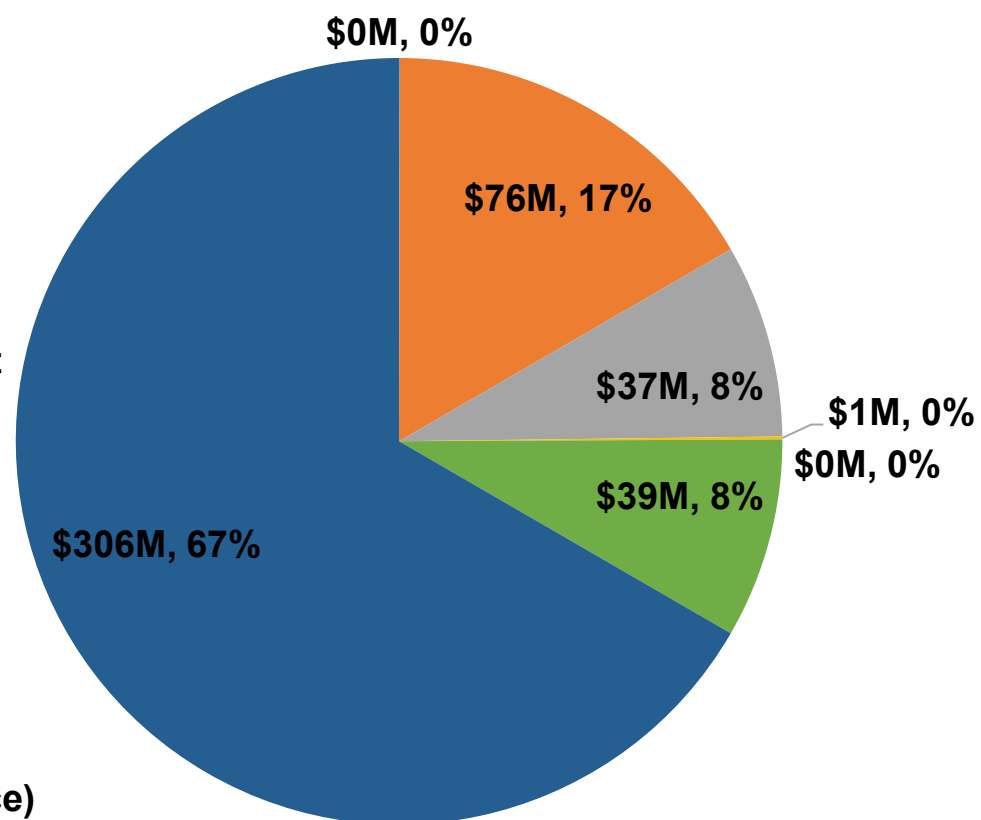
How We Buy



FY 25 Actions, 3,182



FY 25, Obligations \$459M



How We Approach Business Small Business



Category	FY24 Goals	FY24 Achievements	FY25 Goals	FY25 Achievements	FY26 Goals
SB	58%	61.82%	58%	64.42%	56%
SDB	25%	38.69%	5%	50.18%	15%
WOSB	5%	14.08%	15%	11.45%	8%
SDVOSB	5%	5.78%	6%	6.46%	5%
HUBZn	3%	3.30%	3%	6.23%	3%

How We Approach Business FY25 Competition Data



FY 25 Overall Achievement

Goal
88.1%

Competed

91.9%

\$422M

Not Competed

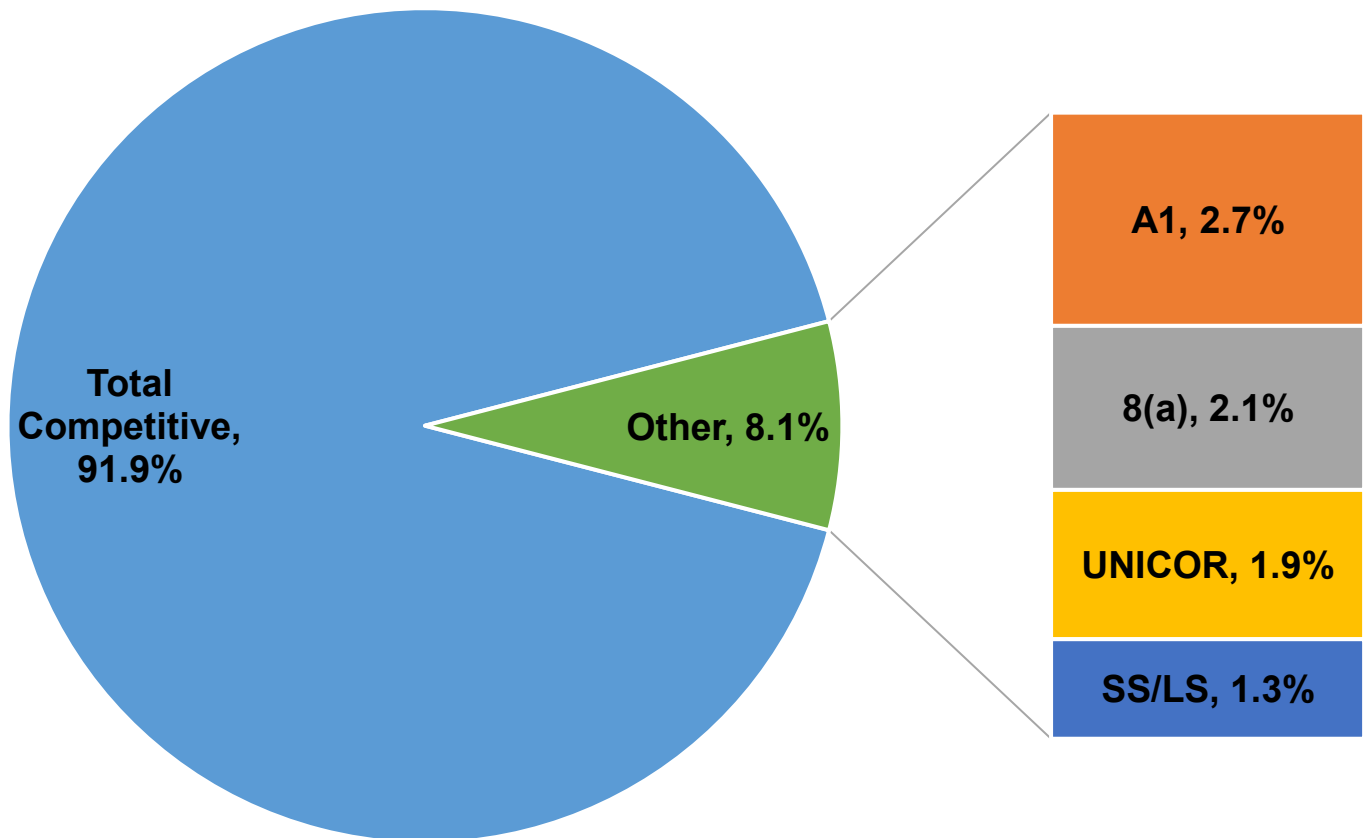
8.1%

\$37M

Total

100%

\$459M



How We Approach Business Market Research



- Searches
 - Internet - search engine
 - GSA and SAM.gov
 - SBA Small Business Search (NAICS & Capabilities Narrative)
 - OSBP Small Business tracking spreadsheet
 - Locally maintained, DLA Distribution OSBP
 - 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
 - S&P Global/Connect
 - ThomasNet

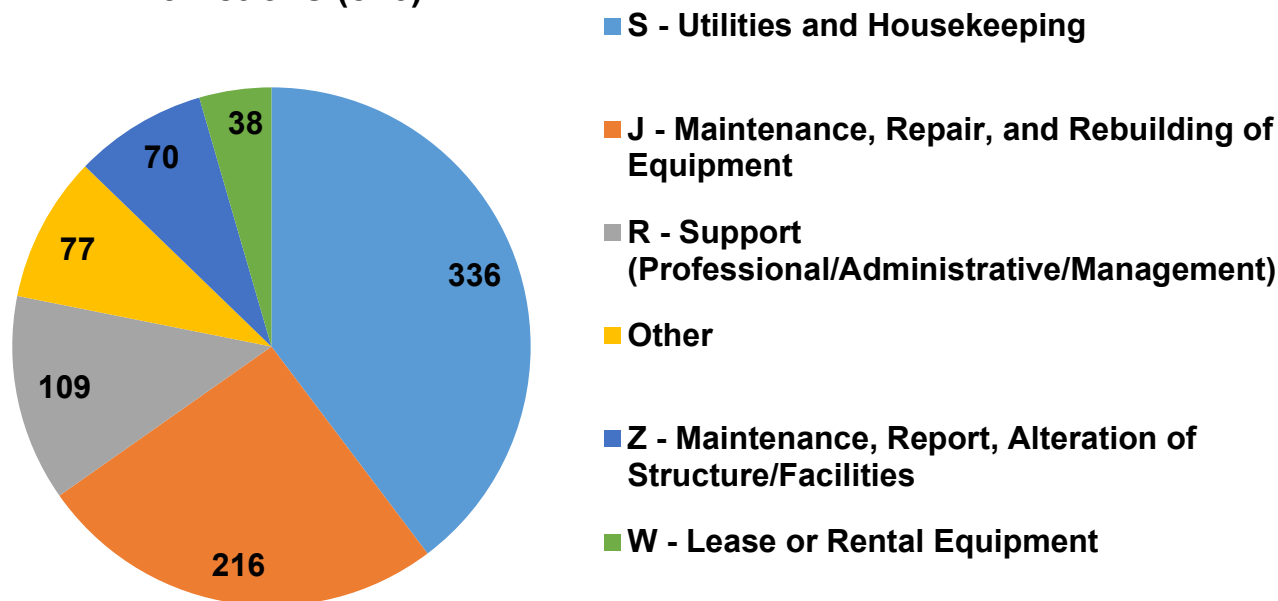
Capabilities Info/Line Cards sent to DistributionJ7@dla.mil will be provided to appropriate Contracting Officers

DLA Distribution Spend Profile – Services by Portfolio

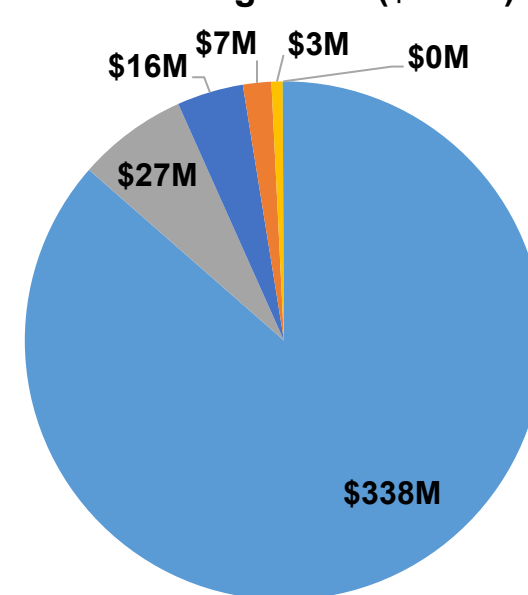


- Distribution Operations
 - 11 GOCOs
 - S&D of MRE, FF&V
 - Labor Augmentation
 - 3PL Haz Material Support
- Global Distribution Expeditionary Contract
- Professional Services
- Facilities
 - Janitorial
 - Equipment Maintenance & Repair
 - Facilities Maintenance & Repair
- Minor Construction

FY 25 Actions (846)



FY 25 Obligations (\$391M)



Procurement Forecast - Services



Portfolio S: Housekeeping

Facility Related Services (FY 26)

DDBC: Carpet/Floor Cleaning (S201)

DDJC: Installation Support Services (S216)

DDPW: Floor Mat & Dust Mop Service (S201)

DDRT: Janitorial Services (S201)

Logistics Support Services (FY 26) – S215

Distribution Operations: DDHU, DDBC

June

CMS and 3PL: DLA Aviation FRCs

FY26Q4 *(possibly FY27Q1)*

Labor Augmentation

June

LMIS (Formerly Pool 2)

July/August

Procurement Forecast - Services



Portfolio R: Support (Professional/Administrative/Management)

Business Administration Services (FY 26)

Sign Language Interpretation Services (R608)

Shredding Services (R614)

Management Advisory Services* (FY 26)

Professional and Analytic Services (R499 and/or R408)

* Pending approvals

Procurement Forecast - Services



Portfolio J: Maintenance, Repair, and Rebuilding of Equipment

Industrial Products Install/Maint/Repair (FY 26)

DDHU: AbilityOne Reclamation Services (J081)

DDNV: Gate Maintenance (J036)

DDOO: AbilityOne Reclamation Services (J081)

DDOO: Scale Maint (J052)

DDPW: Part Carousel Maint (J039)

DDWG: Ice Machine Maintenance (J073)

DDWG: Weight Handling Equipment Maint (J039)

Facilities Related Services (FY 26)

DDAG: Dehumidifier Maintenance (J041)

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: Maint of Portable Toilets (W085)

Textile, Clothing, & Equipage (FY 26)

DDHU: Industrial Cleaning (W084)

Quality Control (FY 26)

DDSP: Inspect Heat Chamber (H336)

Healthcare Services (FY 26)

DDWG: Preemployment Physical Exams (Q403)

Installation of Equipment (FY 26)

Misc: Commercial Internet Line (N099)

Office Management Services (FY 26)

DDNV: Postage Meter Rental (W075)

Procurement Forecast - Services



Future Service Actions

Efforts – FY 27

DDAG: AC Service (J041)

DDCT – 3PL Hazardous Material Services for CCAD (S215)

DDDK: Conveyor Maintenance (J039)

DDJC: Canine Drug & Explosives Detection (S215)

DDJC: Janitorial (S216)

DDPW: Carousel Maintenance (J039)

DDPW: Small Equip. Maint. (J039)

DDRT: Air Comp. Maint. (J043)

DDSP: Fire System Maintenance (J063)

Efforts – FY 27 (continued)

DDSP: Motor Maint. & Liquid Scintillating Counting Equip Maint. (J039)

Procurement Forecast - Services



Future Service Actions

Efforts – FY 28

DDAA: Ice Machine Maintenance (J073)

DDBC: Shredding Services (R616)

DDJF: Dist. Operations (S215)

DDOO: Hoist & Sling Inspection (H339)

DDPW: Floor & Dust Services (S201)

DDRT: Ice Machine Maint. (J041)

Procurement Forecast - Services



Top Categories for Regular Service Acquisitions

Efforts – Recurring throughout FY

Lease or Rental of Equipment – Ground Effect Vehicles, Motor Vehicles, Trailers, and Cycles (W023) – *Example: dry van trailers*

Maint/Repair/Rebuild of Equipment – Materials Handling Equipment (J039) – *Examples: forklift turret repair, stacker repair, and conveyor repair*

Maint/Repair/Rebuild of Equipment – Special Industry Machinery (J036) – *Example: PM/CM for seal machines and bailers*

Vertical Lift Maintenance (J039)

Internet (N099)

Efforts – Recurring throughout FY (continued)

Housekeeping – Trash/Garbage Collection (S205)

Housekeeping – Landscaping Groundskeeping (S208) – *Examples: ground maintenance, snow removal, and weed control*

Repair or Alteration of Other Warehouse Buildings (Z2GZ) – *Examples: modular building and recon of interior rooms/walls*

Maint/Repair/Rebuild of Equipment – Fire Control Equipment (J012)

Lease or Rental of Equipment – Materials Handling Equipment (W039)

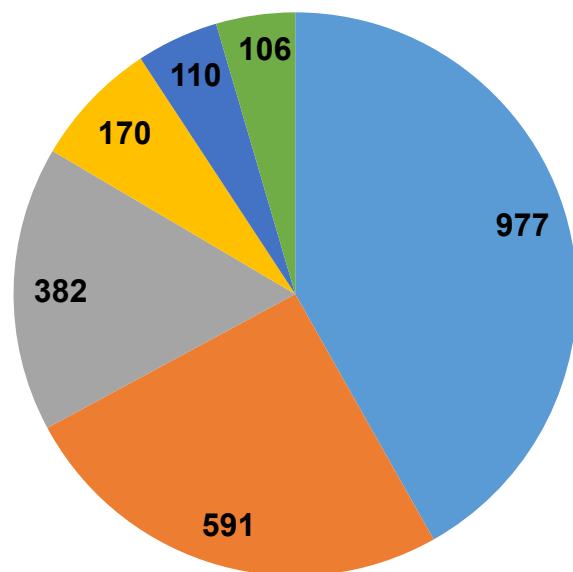
Shredding Services (R614)



DLA Distribution Spend Profile - Supplies

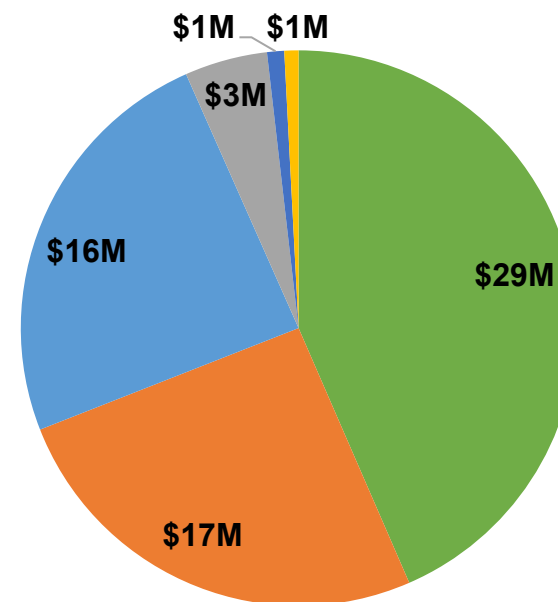
- Operational
 - Boxes & Envelopes
 - Packaging Material (i.e., Bubble Wrap)
 - Pallets
- Cold Chain Storage
- Materials Handling Equipment
- Modernization/Communications (i.e., VoicePick)
- Office Supplies (i.e., Tape, Labels)
- Facilities (i.e., Racking)

FY 25 Actions (2,336)



- 81 - Containers, Packaging, and Packing Supplies
- Other - Supply
- 75 - Office Supplies & Devices
- 53 - Hardware & Abrasives
- 42 - Firefighting, Rescue, and Safety Equipment
- 39 - Materials handling Equipment

FY 25 Obligations (\$68M)



Procurement Forecast - Supplies



- 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

Procurement Forecast – Supplies

(Long Term Contracts/Blanket Purchase Agreements)



Containers, Packaging, and Packaging Supplies (FY 26)

Sheet Metal

Sandpaper

Office Supplies and Devices (FY 26)

Toner

Procurement Forecast - Supplies



Efforts – FY 27

Special Purpose Clothing

Envelopes

Procurement Forecast - Supplies



Top Categories for Regular Supply Acquisitions

Efforts – Recurring throughout FY

Boxes, Cartons, and Crates (8115)

Trucks and Truck Tractors, Wheeled (2320)

Office Supplies (7510)

Antennas, Waveguides, and Related Equipment (5985)

Tools, and Attachments for Woodworking Machinery (3230)

Screws (5305)

Nails (5315)

Efforts – Recurring throughout FY (continued)

Bags and Sacks (8105)

Radar Equipment, Except Airborne (5840)

Other Cryptologic Equipment and Components (5811)

Packaging and Packing Bulk Materials (8135)

Batteries, Rechargeable (6140)



PIEE - What is Changing?

- **Effective October 1, 2026**, the DoD is standardizing how solicitations are posted and offers are received.
- **DIBBS vs. PIEE:** While the Defense Internet Bid Board System (DIBBS) will continue to be used for its designated actions, **all solicitations not posted to DIBBS will now be posted to SAM.gov via the PIEE Solicitation Module.**
- This transition is mandated by a class deviation to the Defense Federal Acquisition Regulation Supplement (DFARS). (DFARS PGI 205.101-70)
- PIEE will replace legacy methods (like DoD SAFE, or direct email) as the single, secure portal for responding to these non-DIBBS opportunities.

PIEE - Key Benefits for Vendors



- **Centralized Access:** A standardized entry point for responding to DoD solicitations.
- **Large File Handling:** Supports file uploads up to 1.9 GB with no limit on the number of files.
- **Secure Communication:** Direct and secure messaging with contracting personnel.
- **Role-Based Access:** Your company can assign specific roles (like "Proposal Manager") to team members without needing individual CAC/PIV cards.
- **Stay Informed:** Opt-in to receive automatic notifications for solicitation amendments.

PIEE - How to Prepare: Register in PIEE

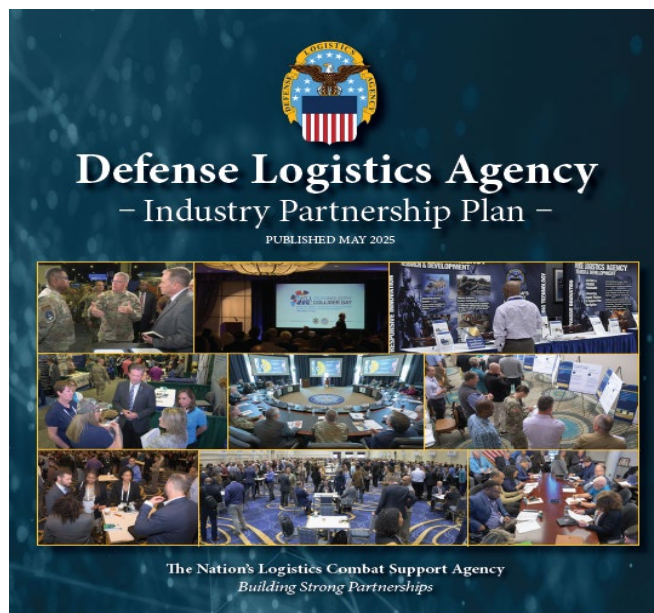


- **Action Required:** All vendors must be registered in PIEE to access and respond to future solicitations posted via this method.
- **Step 1: Get Registered:** Visit the PIEE website at [PIEE](#).
- **Step 2: Choose Your Role:**
 - **Proposal Manager:** To submit, view, and revise proposals.
 - **Proposal View Only:** To search and view solicitations.
- **Need Help?** PIEE provides comprehensive resources, including a "Find My Account Administrator" tool and web-based training, to guide you through registration.



- **PIEE Registration & Training:**
 - [PIEE Home](#)
 - **Web-Based Training for the Solicitation Module**
 - **Registration Instructions for the PIEE Solicitation Module**
- **Government Points of Contact:**
 - **APEX Accelerators (formerly PTACs):** For free government contracting assistance.
 - **PIEE Customer Support:** For technical help with the PIEE platform.

Industry Partnership Plan



DLA Director's Intent

- DLA Industry Engagement Plan (IEP) reissued as DLA Industry Partnership Plan (IPP)
- DLA's IPP outlines a strategy for a transformative era that reinforces our commitment to strengthening our partnership with industry in support of our Warfighters
- Recognizes how critically important our partnership with industry is in driving innovation, fostering creativity, and delivering solutions, especially as we navigate logistics challenges in today's contested environments

DLA Distribution J7's IPP builds off of DLA HQ's IPP 4 Transformative Imperatives

- People – Build organizational agility through our people and culture
- Precision – Calibrate resilient and responsive logistics in support of military readiness
- Posture – Enhance support to integrated deterrence across the continuum of conflict in contested logistics environments
- Partnerships – Lead logistics interoperability across the Departments, allies, whole of government, and industrial base

Metrics to performing against this plan include:

- Reissue DLA Distribution's IEP as IPP
- Manage Acquisition performance
- Meet SB (56%) and Competition (88%) Goals
- AbilityOne engagement
- Strategic Supplier engagement
- Participate in DLA HQs Association Webinar
- Distribution presence at IE events
- Planning for next DLA Distribution Industry Day to be tentatively held FY 2028 1st QTR

