



Industry CONNECTIONS

Quarterly Newsletter

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Strengthening
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(KO)**

**Standing Out
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A MESSAGE FROM THE DIRECTOR, DLA ENERGY OFFICE OF SMALL BUSINESS PROGRAMS

As spring unfolds, it brings fresh energy, renewed focus, and new opportunities to strengthen our partnerships with the small business community.

At DLA Energy, we are continually inspired by the innovation, agility, and mission-driven dedication our small business partners bring. Whether supporting fuel logistics, enhancing energy resilience, or advancing emerging technologies, your contributions play a vital role in delivering critical solutions to the warfighter and federal partners worldwide.

This season serves as a reminder of the power of creativity, commitment, and collaboration - and the incredible impact we achieve when we work together.

Thank you for your continued support and partnership. We look forward to moving ahead this spring with momentum, purpose, and possibility.



Mr. Greg Thevenin
Director, Office of Small
Business Programs
DLA Energy

SMALL BUSINESSES: A CRITICAL FORCE IN STRENGTHENING DLA ENERGY'S SUPPLY CHAIN

At DLA Energy, small businesses are more than just suppliers, they are essential partners in sustaining the defense industrial base and ensuring mission success. As global supply chains continue to face disruptions and economic shifts, DLA Energy is strengthening its commitment to expanding opportunities for small businesses, recognizing their role in delivering innovative solutions, enhancing agility, and reinforcing national security.

The Big Impact of Small Businesses

Small businesses bring innovation, flexibility, and efficiency to the defense supply chain, making them invaluable in supporting DLA Energy's mission. Their ability to quickly adapt to changing demands ensures a resilient and competitive industrial base.

Driving Innovation: Many small businesses introduce cutting-edge technologies, alternative energy solutions, and logistics improvements that enhance DLA Energy's operational effectiveness.

Ensuring Resiliency: A varied supplier base strengthens DLA Energy's ability to respond to supply chain disruptions, economic fluctuations, and evolving energy needs.

Supporting Economic Growth: By increasing small business participation, DLA Energy not only benefits from cost-effective solutions but also contributes to job creation and local economies.

DLA Energy's Commitment to Small Business Growth

To further integrate small businesses into its supply chain, DLA Energy is taking proactive steps to enhance supplier engagement, streamline procurement processes, and create more contract opportunities.

Expanding Contracting Opportunities: DLA Energy is actively working to increase small business contract awards, ensuring that small and disadvantaged businesses have a fair chance to compete.

Enhancing Supplier Engagement: Through industry days, quarterly Lunch & Learns, and targeted outreach, DLA Energy is connecting small businesses with key stakeholders to foster collaboration.

Reducing Barriers to Entry: By simplifying procurement processes and offering educational resources, DLA Energy is making it easier for small businesses to navigate government contracting.

Building a Stronger Future Together

As DLA Energy continues to modernize its supply chain, small businesses will play a crucial role in strengthening national security and supporting warfighter readiness. By investing in small business partnerships, DLA Energy is ensuring a more resilient, assorted, and dynamic industrial base.

For small businesses looking to engage with DLA Energy, now is the time to connect, collaborate, and grow! For more information on small business opportunities with DLA Energy visit: <https://www.dla.mil/Small-Business/>.

DLA ENERGY FUN FACT

Did you know DLA Energy manages over 125 million barrels of fuel annually, supporting everything from Air Force jets to Navy ships around the globe? That's a lot of opportunity flowing through the pipeline!

Small businesses are key players in keeping the mission moving, whether it's supplying additives, providing transportation, or delivering energy services.



ALPHABET SOUP: DECODING THE ACRONYM OVERLOAD

Feeling lost in a sea of federal acronyms? Don't worry, we've got your cheat sheet for navigating the world of government contracting!

FPDS – Where the receipts live.

1

The Federal Procurement Data System is the go-to spot for tracking what Uncle Sam's buying, from whom, and for how much.

CAGE – Not just a cool action movie name.

2

Your Commercial and Government Entity (CAGE) code is like your government-issued backstage pass, uniquely identifying your business in the federal arena.

NAICS – Your company's identity in numbers.

3

The North American Industry Classification System is how the government knows what kind of work you do. It's your economic alter ego.

SAM – The golden ticket to federal work.

4

If you're not registered in the System for Award Management (sam.gov), you're not in the game. Keep your info fresh to stay in the running.

DIBBS – Bids, quotes, and all the juicy details.

5

The DLA Internet Bid Board System is your one-stop shop for bidding on DLA solicitations, checking awards, and keeping tabs on opportunities.



MEET A DLA ENERGY CONTRACTING OFFICER (KO)



KO Name/Position: Mr. Timothy Weatherspoon, Contracting Officer – Installation Energy

What's your role at DLA Energy?

I am the Contracting Officer for the South Region Natural Gas and Coal. We procure natural gas for more than 60 military and federal civilian locations in the Southeast.

What do you value most when reviewing a proposal from a company?

Most of our vendors take tremendous pride in supporting our military and federal civilian locations. I have reviewed offeror packages that display extensive history supporting our military.

What advice would you give to a company wanting to work with DLA Energy?

I would advise the company to contact their contracting team to understand the inner workings of the supported locations. Our contracting team also consists of public utility specialists with years of experience in their region.

What's one thing that makes your job meaningful or rewarding?

I served in many of the locations that my team supports. I try to instill a sense of ownership within the products we deliver to support our Warfighters. Contracting has been around for generations, and our vendors seem to display enthusiasm for accomplishing their mission. We genuinely embrace the partnership with our installations, suppliers, and contracting staff.

Fun Fact: My interest in auto racing led to a team of Research, Development and Engineering Command (RDECOM) engineers going to NASCAR's Research & Development Center to address Soldier safety technologies and techniques. This collaboration allowed the RDECOM engineers to improve survivability in ground combat vehicles.

HOW TO STAND OUT IN A COMPETITIVE PROCUREMENT ENVIRONMENT

Tips for Suppliers Navigating the DLA Energy Acquisition Landscape

DLA Energy supports the warfighter and whole-of-government partners with critical energy solutions across the globe. As a supplier, competing in this dynamic and mission-driven environment requires more than just competitive pricing. It demands clarity, responsiveness, and a deep understanding of DLA Energy’s unique mission and processes. Whether you’re submitting bids for fuel, utilities, renewable energy, support services, etc...here are five ways to make your proposals more competitive and successful:

1. Understand the Mission Behind the Requirement

Each solicitation supports a real-world mission, from fueling aircraft in remote regions to keeping federal installations powered. Showing awareness of the operational impact, your solution has (e.g., reliability, delivery timelines, or infrastructure readiness) helps contracting officers see you as a mission-focused partner, not just a vendor.

2. Read the Solicitation Thoroughly...Then Read It Again

DLA Energy solicitations can be complex. Missing key clauses, delivery terms, or technical specs is a common pitfall. Before submitting, ensure your proposal aligns with: All sections of the solicitation (including attachments), current industry standards, and relevant Federal Acquisition Regulation/Defense Federal Acquisition Regulation Supplement (FAR/DFARS) clauses.

3. Highlight Past Performance Strategically

Don’t just list contracts, connect them to the current requirement. Highlight things such as: similar contract scope or volume, operational or geographic relevance (e.g., OCONUS experience), strong Contractor Performance Assessment Reporting System (CPARS) ratings or successful audits, and rapid response capabilities and flexibility.

4. Ensure Technical and Pricing Proposals Align

Even strong suppliers fall short when the technical proposal promises what the pricing proposal doesn't support. Make sure that pricing reflects the operational realities (e.g., delivery locations, fuel type, volatility) and any offered alternatives (e.g., infrastructure enhancements or renewable components) are clearly explained and priced accordingly.

5. Be Responsive, Reliable, and Ready to Collaborate

DLA Energy contracting officers value responsiveness. Return communications promptly and provide requested documentation quickly. If awarded, proactive communication during performance builds trust and increases future opportunities.

Success with DLA Energy isn’t just about winning one award, it’s about becoming a trusted, go-to supplier for future requirements. Clear communication, compliance, and mission awareness can set you apart in a competitive and meaningful way!



Thank you for taking the time to read this issue of the Industry Connections newsletter. We greatly appreciate your interest and support. If you have any suggestions for future issues or questions about the content, please don’t hesitate to reach out to our Supplier Relationship Team at energy.industry-engagement@dla.mil.