



Industry CONNECTIONS

Quarterly Newsletter

Vol 2, Issue 1
SEPT 2024



HIGHLIGHTS INSIDE THIS ISSUE

DLA ENERGY WWEC RECAP

Highlights from the 2024
DLA Energy Worldwide
Energy Conference

INDUSTRY ENGAGEMENT

The importance of Federal
Government and Industry
Collaboration

DLA ENERGY OUT & ABOUT

When and where you can
find us, upcoming virtual
events, & how to contact us

A MESSAGE FROM THE ACQUISITION EXECUTIVE

Hello everyone! After some time away, we're thrilled to announce that DLA Energy's quarterly newsletter, designed specifically for industry, is back and better than ever! We can't wait to jump back into the swing of things with fresh content and new ideas. For those of you who may be new here, Industry Connections is designed to educate and inform our industry stakeholders, partners and customers. Thanks so much for being here!

In an era where agility and innovation are paramount, the significance of industry engagement emerges as a cornerstone of DLA Energy's successful business strategy. By actively connecting with key stakeholders ranging from customers to suppliers and even fellow competitors, companies can tap into a wealth of knowledge that informs their decision-making processes. This collaborative spirit not only cultivates a deeper understanding of market dynamics and consumer preferences but also paves the way for groundbreaking partnerships that can propel growth and drive competitive advantage. Embracing industry engagement is not just a best practice; it is a transformative approach that empowers organizations to navigate the complexities of the modern marketplace with confidence and foresight.



[Gabriella M. Earhardt](#)

DLA Energy
Acquisition Executive &
Head of the Contracting Activity



2024 DLA ENERGY WORLDWIDE ENERGY CONFERENCE (WWEC) RECAP

We extend our heartfelt thanks to everyone who joined us for the DLA Energy 2024 Worldwide Energy Conference (WWEC) from April 22-24, 2024!

This year's conference, held at the Gaylord National Hotel and Convention Center, marked a significant return since our last event in 2019. We were thrilled to host over 2,000 attendees and 90+ exhibitors from the energy industry.

This 2024 event made a successful return after being postponed due to the pandemic. It brought together a diverse group including over 300 U.S. Military personnel, 900 DLA employees, 600 industry representatives, and 100 DoD and other government employees. We were also honored to welcome delegates from 10 allied nations: Australia, Bahrain, Canada, Greece, Italy, Jordan, Oman, Spain, Turkiye, and the United Kingdom.

The conference centered on the critical role of partnerships across the energy supply chain, providing a dynamic platform for dialogue on key energy issues affecting both industry and consumers. With 63 unique sessions, 10 tracks, and 75 speakers—both internal and external—the 2024 WWEC was a testament to our ongoing commitment to fostering collaboration and innovation.

As DLA Energy's premier event for supplier and customer engagement, we're already looking forward to the next conference in 2026. Thank you once again for your participation and support!

Event Presentations are available at:

<https://www.dlaenergy-wwec.com/2024-presentations>



2024 DLA SUPPLIER SATISFACTION SURVEY IS ON THE HORIZON



In alignment with the DLA Industry Engagement Plan, we're pleased to kick off our 2024 Supplier Satisfaction Survey, sponsored by DLA Acquisition, on **October 18th, 2024**. Invitations to participate will be sent to companies that have conducted business with DLA in FY23 and FY24. These invitations were sent via the Government POC email listed in SAM.GOV. This voluntary survey is a key initiative to help DLA gain insights into the factors influencing supplier satisfaction.

We kindly request that each participating organization appoint a single representative to complete the anonymous survey. This representative should be someone who can accurately reflect your organization's overall satisfaction with DLA throughout various stages of the acquisition lifecycle.

If you have any questions about the survey, please contact us at: energy.industry-engagement@dla.mil.

THE IMPORTANCE OF FEDERAL GOVERNMENT-INDUSTRY ENGAGEMENT

Effective collaboration between the federal government and industry is crucial for innovation, policy development, and efficient service delivery. Here's why this partnership matters:

- 

1. Stimulating Innovation
Government engagement with industry drives technological advancements and improves processes. Public-private partnerships (PPPs) in sectors like defense and energy lead to new solutions that address national challenges.
- 

2. Enhancing Policy Development
Industry insights help the government create relevant and practical policies. By understanding current trends and needs, policymakers can craft regulations that support both safety and innovation.
- 

3. Improving Service Delivery
Collaboration optimizes federal services, from streamlining procurement to incorporating new technologies. This results in more efficient and effective service delivery for the public.
- 

4. Fostering Economic Growth
Partnerships with industry spur economic activity, job creation, and investment. They provide a favorable environment for business expansion and infrastructure development.
- 

5. Ensuring National Security
In defense and security, industry engagement ensures access to cutting-edge technologies and expertise, crucial for maintaining national security and safeguarding critical infrastructure.
- 

6. Building Strong Relationships
Engagement builds trust and fosters long-term cooperation. Effective communication and collaboration help resolve conflicts and achieve shared goals.

In conclusion, Federal government-industry engagement is essential for driving progress, crafting effective policies, and ensuring robust national security. Continued collaboration between the public and private sectors will be key to addressing future challenges and achieving mutual objectives.

DLA ENERGY OUT AND ABOUT

DLA Energy will be participating in three major industry events this fall. We invite you to join us and explore the latest in energy solutions and opportunities for collaboration.

****DLA Energy's participation is not based on preferential treatment and is not an endorsement of the Non-Federal Entities**

NDTA USTRANSCOM Fall Meeting Dates: October 7-10, 2024 Location: St. Louis, MO Booth #221 Details: Conference Website	AUSA Annual Meeting & Expo Dates: October 14-16, 2024 Location: Washington, DC Booth #421 Details: Conference Website	Helium Super Summit Dates: October 28-30, 2024 Location: Houston, TX Booth #N/A Details: Conference Website
--	--	--

We look forward to engaging with industry leaders, sharing insights, and discussing how we can work together to advance our mission. Whether you're interested in our procurements or looking to explore the DLA Energy mission, our team will be available at our booths to provide information and answer your questions.

Feel free to visit us at these events, and don't hesitate to reach out to energy.industry-engagement@dla.mil if you have any questions or would like to schedule a meeting with our Supplier Relations Team.

HOW TO SEARCH FOR DLA ENERGY'S UPCOMING OPPORTUNITIES

Active solicitations can be found on the www.SAM.gov website by searching "Contract Opportunities" for the DoDAAC that applies to your program of interest. Below is a list of DLA Energy DoDAACs according to their business unit.



<u>DoDAAC</u>	<u>DLA Energy Business Unit</u>
SP0600	Utility Services
SPE601	Aerospace Energy
SPE602	Bulk Petroleum Product
SPE603	Bulk Petroleum Services
SPE604	Installation Energy, ESPC and Renewables
SPE605	Direct Delivery Fuels - Posts, Camps & Stations
SPE607	Direct Delivery Fuels - Into Plane
SPE608	Direct Delivery Fuels - Bunkers

DLA Energy issues its solicitations through the government point of entry www.SAM.gov

Vendors should be suspicious of any solicitations not publicized on www.SAM.gov.

For additional information on a specific program, visit:
<https://www.dla.mil/Energy/>

JOIN US FOR A VIRTUAL LUNCH & LEARN: DISCOVER DLA ENERGY

We are excited to invite you to our upcoming Virtual Lunch & Learn session, designed specifically for current and potential DLA Energy suppliers. This informative event will provide a comprehensive overview of the Defense Logistics Agency (DLA) and DLA Energy, offering valuable insights into our operations and opportunities for collaboration.

Event Details:

Date: Wednesday, October 9, 2024
Time: 11:00AM EST / Location: Virtual
Agenda Highlights:

- Overview of DLA and its mission
- Introduction to DLA Energy
- Discussion of key opportunities and how to engage with us



This is a great opportunity to gain a deeper understanding of our organization and to explore how we can work together more effectively. Whether you're a current supplier or hoping to be a future supplier, your participation will be beneficial!

Please [register](#) by October 2, 2024 to secure your spot. We look forward to your attendance and a productive discussion.

https://www.zoomgov.com/webinar/register/WN_f0RI4XcVQSKQJAZnbeUbxg

For any questions or additional information, please feel free to reach out to energy.industry-engagement@dla.mil.

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. Your feedback is invaluable in helping us make each issue even better!