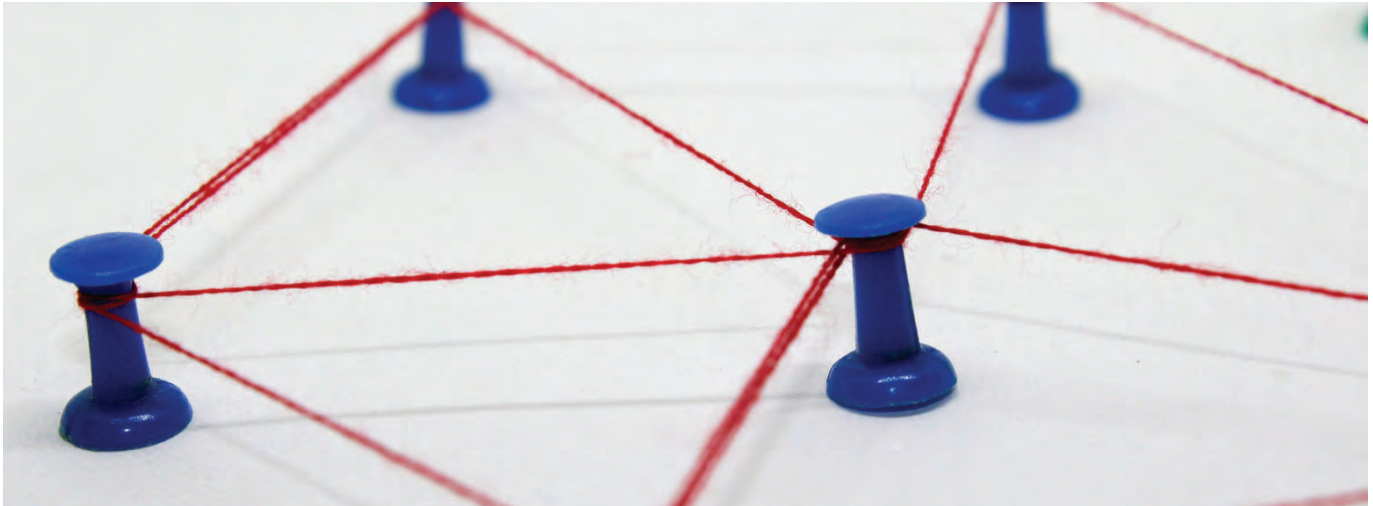




Industry CONNECTIONS

QUARTERLY NEWSLETTER

VOL 1, ISSUE 1
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HIGHLIGHTS INSIDE THIS ISSUE

PROGRAM SPOTLIGHT

Q2, FY 21 features
DLA Energy's Installation
Energy Program

DLA ENERGY WWEC UPDATE

An update on the 2021
DLA Energy Worldwide
Energy Conference

PROCUREMENT OPPORTUNITIES

How to search for
DLA Energy's upcoming
opportunities

LET'S ASSUME NOTHING!

Hello! Welcome to the inaugural edition of Industry Connections, a quarterly DLA Energy newsletter, designed to educate and inform our customers, partners and industry stakeholders.

Communicating effectively has always been important to the DLA Energy acquisition community, and we like to think we do a good job keeping everyone informed. However, if 2020 showed us anything, it's that we must not assume anything, nor can we take anything for granted! It's with renewed vigor and a commitment to communication that we welcome all of you to, what we hope, will be a newsletter you look forward to reading every quarter. We'll include event updates, procurement opportunities, demand forecast information and links to other government agencies' energy-related topics. Last year was full of unprecedented challenges, but I want to acknowledge and thank everyone who has continued to help us support the warfighter and our government stakeholders with the energy needs they require. I hope you enjoy this quarter's newsletter.

Please stay safe and healthy!

Gabby



Gabriella M. Earhardt
DLA Energy
Head of the Contracting Activity
Director, Supplier Operations



PROGRAM SPOTLIGHT Q2 FY21



featuring

DLA ENERGY INSTALLATION ENERGY

Every quarter, Industry Connections will highlight how a DLA Energy business unit is supporting the warfighter and its whole of government customers. This quarter, Installation Energy is in the Spotlight.

Installation Energy provides acquisition support for facility energy commodities and services including energy savings performance contracts and large-scale renewable energy project development, natural gas, coal and electricity.

"We have a unique mission with a really diverse portfolio," said Installation Energy Director Pam Griffith. "We don't buy petroleum products like most of the other business units, so that really sets us apart."

Installation Energy has a contract portfolio that includes more than \$4.9 billion in awarded contracts supporting more than 200 Department of Defense and whole of government customers.

"We're considered a 'whole of government procurement solution' for electricity and natural gas supply," she said. "That means we not only support the warfighter's energy needs, but we also provide a cost-effective contract solution for energy support to federal civilian agencies."

The business unit originally only procured coal and natural gas for military installations. In the 1990s, they added electricity and energy savings performance contracts, and then began supporting the military services with their renewable energy projects.

Griffith points to her dedicated staff as the reason the business unit continues to add missions to their portfolio.

continued on the next page...

BUILDING STRONGER PARTNERSHIPS WITH INDUSTRY

Get to know the DLA Energy Supplier Advocates and how they are helping industry connect during these unprecedented times.

Two DLA Energy Supplier Advocates are here to help connect industry partners with DLA Energy subject matter experts; Susan Lowe and Ashleigh Johnson.

Susan started with DLA Energy in 2007, and Ashleigh started shortly thereafter, in 2008. For the past 12 years, Ashleigh has specialized in industry and government contracting and brings public relations and customer service expertise to the position. Susan brings a tremendous amount of public affairs, communications and customer service experience to the table.

The Supplier Advocate position was established to help maintain strong relationships with existing industry partners and *build new relationships with perspective partners.*

Susan & Ashleigh manage every aspect of industry engagements, from fielding meeting requests to coordinating the logistics. They coordinate and host pre-proposal and post-award conferences; mini industry days; are the leads for the DLA Energy Worldwide Energy Conference, the command's premiere event, and build strong working relationships with current and potential vendors.

Please contact the team with questions at energy.industry-engagement@dla.mil and visit the industry engagement webpage at www.dla.mil/energy/business/industryengagement

"I don't think you grow and succeed like we have without a dedicated team of professionals," she said. Our folks are experts in the non-petroleum energy world and they love new challenges."

Currently, the Installation Energy team is working closely with the Office of the Deputy Secretary of Defense for Energy and the Air Force on market research for a DoD fixed-site micro-reactor pilot program to provide energy resilience for critical infrastructure at a DoD facility by December 2027.

Griffith said she is looking forward to the new challenges that await her team in 2021.



HOW TO SEARCH FOR DLA ENERGY'S UPCOMING OPPORTUNITIES

Active solicitations can be found on the beta.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 beta.SAM.gov website.

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

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

DLA ENERGY'S SMALL BUSINESS CORNER

What can the DLA Small Business Office do for you?

The DLA Small Business Office can help small businesses get started working with DLA Energy, understand what DLA Energy buys, and what DLA Energy applications are necessary to do business with the agency.

Please visit the DLA Small Business webpage for more information on how they can assist your small business!

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



"AN INFORMED VENDOR IS OUR GREATEST ASSET."

KEVIN AHERN
DEPUTY DIRECTOR,
SUPPLIER OPERATIONS

DLA ENERGY WORLDWIDE ENERGY CONFERENCE UPDATE



Due to the on-going pandemic, we are postponing our 2021 Worldwide Energy Conference that was previously scheduled for March.

We are working with our event coordinators and the Gaylord National Hotel to find mutually agreeable dates in 2022. We will share our new conference dates as soon as we secure them.

Please check the WWEC webpage frequently for updates.
<https://www.dlaenergy-wwec.com>



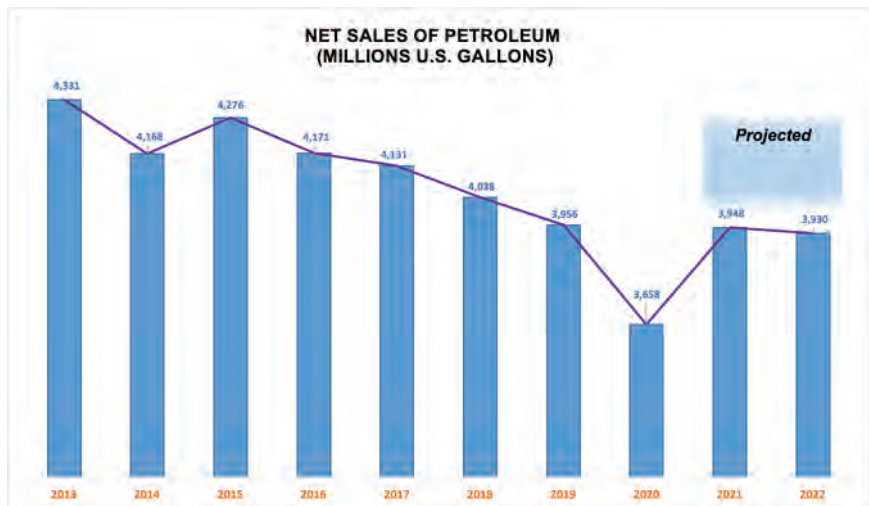
IS THERE SOMETHING SPECIFIC YOU WOULD LIKE TO SEE IN NEXT QUARTER'S NEWSLETTER?

Please send your ideas/comments/questions to the Supplier Advocate Team:

energy.industry-engagement@dla.mil



DEMAND PLANNING PROJECTED FUTURE DEMAND - DLA ENERGY



DLA Energy collaborates with the military services to develop projected demand forecasts each fiscal year. DLA Energy and the services have achieved a +/- 1% accuracy between budget projections and actual sales over the last five years.

In fiscal year 2013, the operations tempo was high as a result of wartime support to Iraq and Afghanistan. Since the height of operations in fiscal year 2013, the services reduced flying and steaming hour projections and therefore DLA Energy reduced its budget requests for petroleum products.

The fiscal year 2020 dip was pandemic-driven, but we anticipate that our projected sales for 2021 and 2022 will return to pre-pandemic levels and will remain stable.



2020 SUPPLIER SATISFACTION SURVEY



In support of the Defense Logistics Agency's (DLA) Industry Engagement Plan, we are excited to announce our 2020 Supplier Satisfaction Survey effort sponsored by DLA Acquisition.

An invitation, using the Government POC email listed in SAM.GOV, to complete a survey has been sent to those companies having done over \$50,000 in business with DLA over the last two years (August '18 – July '20). *This voluntary survey will help DLA better understand what factors drive supplier satisfaction.*

We only ask that you select a single representative from your organization to complete this anonymous survey. Your representative should be best positioned to provide your organization's collective supplier satisfaction feedback with its overall interactions and engagement with DLA at various stages of the acquisition lifecycle. Any questions regarding the survey may be sent to:

energy.industry-engagement@dla.mil