



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

DLA Distribution Business Opportunities Forecast

Margaret Ross, Acting Director J7
January 12, 2021



WARFIGHTER ALWAYS



DLA Distribution J7 Information

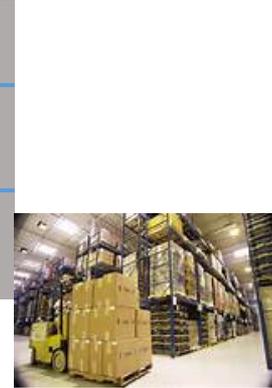
- Solicitations and Requests for Information are advertised at beta.SAM.gov
 - Search for DLA Distribution under DODAAC SP3300
 - Contact information will be available within each Solicitation/Request for Information
- Oral quotes may be used for items under \$25k
- The Procurement Technical Assistance Center (PTAC) in your region may be able to assist in finding contracting opportunities
 - Their contact information may be found at <http://www.dla.mil/HQ/SmallBusiness/PTAP/PTAC>
- Please contact us at DistributionJ7@dla.mil if you have any questions



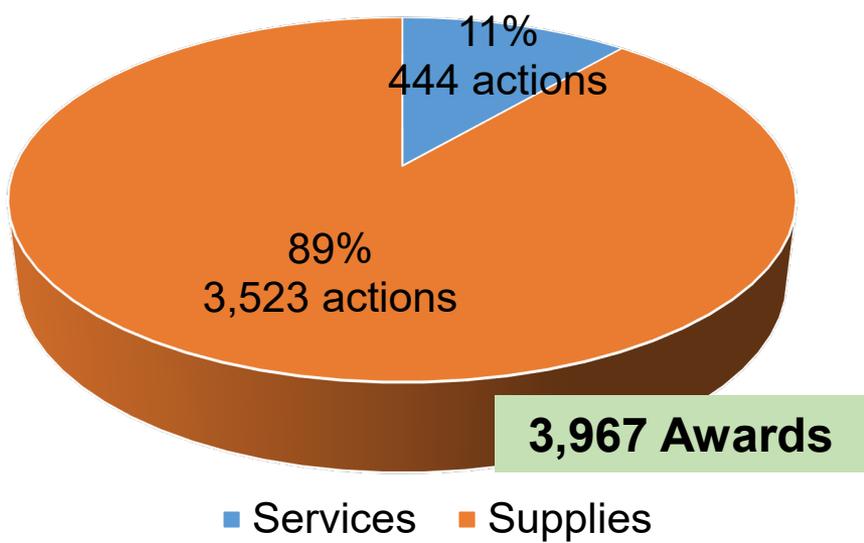
DLA Distribution Procurement Profile



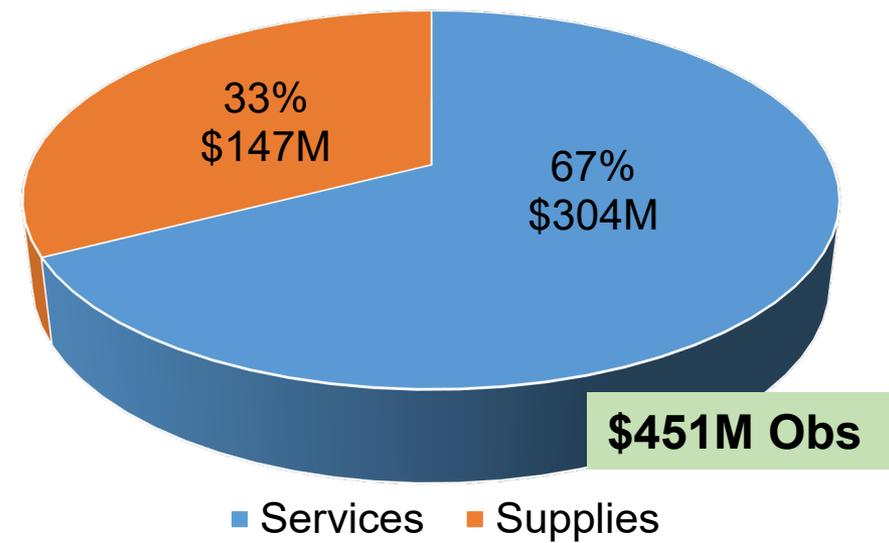
LOCATIONS			
20	STATES	34	DISTRIBUTION CENTERS
8	COUNTRIES	25	OTHER LOCATIONS
~1,700 CONTRACTORS			



FY20 DLA Distribution Actions



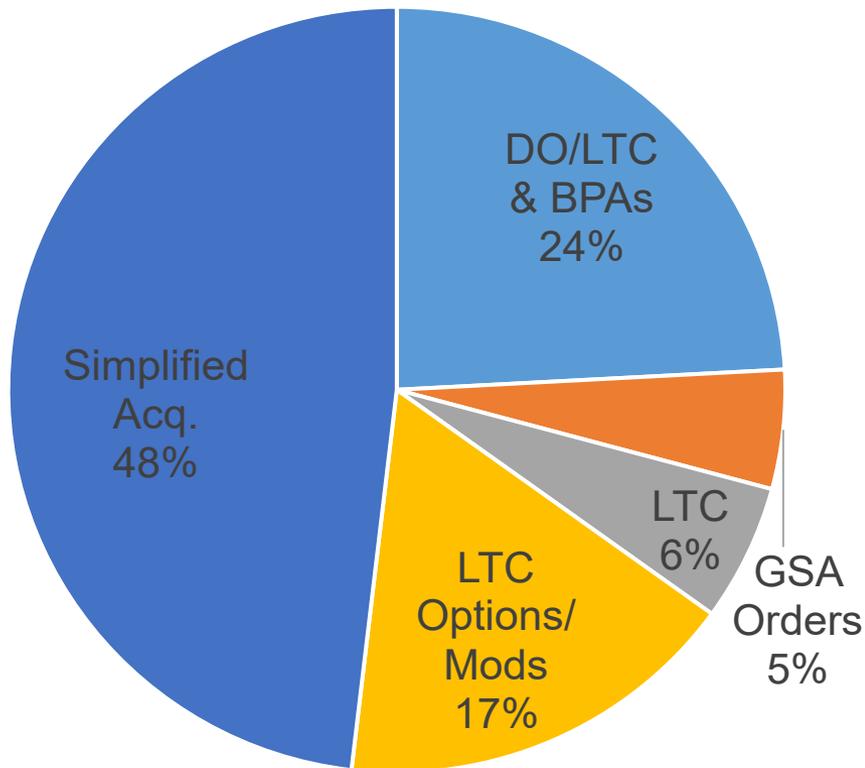
FY20 DLA Distribution Amounts (obs)



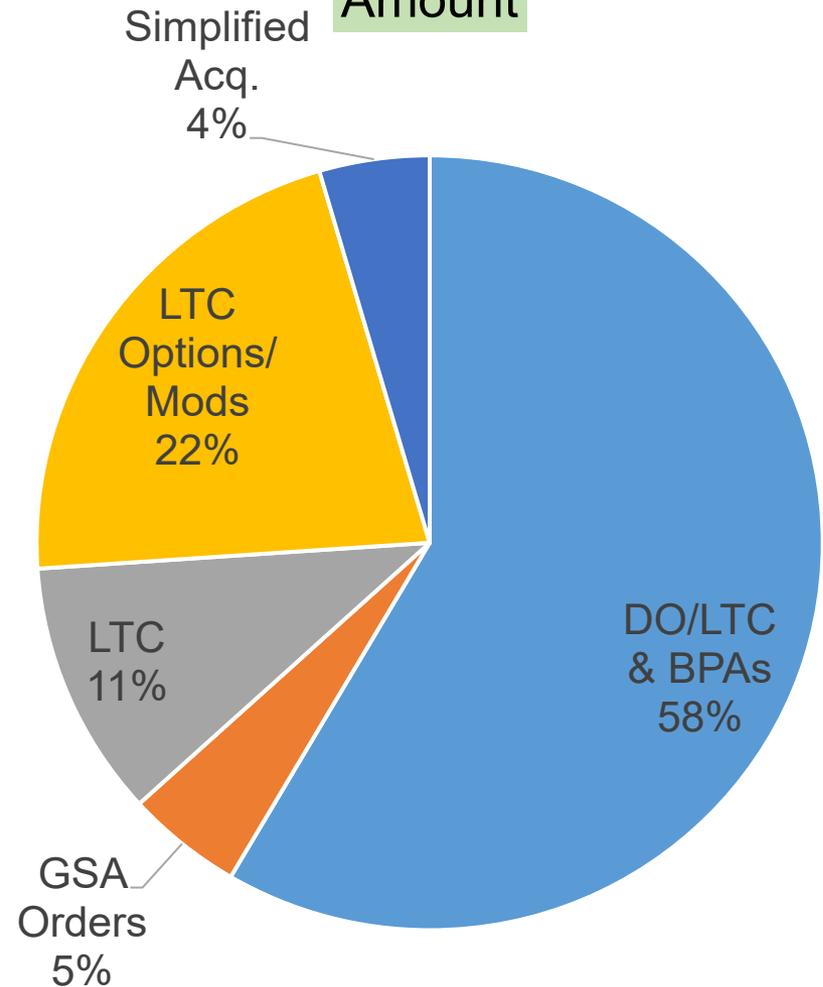


How We Approach Business How We Buy

Actions



Amount





DLA Distribution Spending Profile (FY 20 Top 5)

Services - \$304M / 67%



Storage & Distribution,
Warehousing, MHE Maint.,
Janitorial **\$240M**



Maintenance, Repair or
Alteration of Real Property
(Facility Repair, Minor
Construction) **\$30M**



Professional,
Administrative, and
Management Support **\$22M**



Maintenance, Repair and
Rebuilding of Equipment
(Maint. Equipment) **\$6.2M**



Automated Data
Processing and
Telecommunications
(IT) **\$1.6M**

Acquiring All Service and Supply Requirements to Ensure Mission Success



Procurement Breakdown

Storage & Distribution, Warehousing, MHE Maint., Janitorial

- Long Term Contracts

FY21 (Re)Solicitations

COCO: MRE Cold Storage (4th Qtr)

DDJC Installation Support

- Simplified Acquisitions

FY21 (Re)Solicitations

DDHU Industrial Cleaning

FY22 (Re)Solicitations

GOCO: DDHU; DDBC; DDNB

DDCT Haz Mat



Procurement Breakdown

Maintenance, Repair or Alteration of Real Property (Facility Repair, Minor Construction)

- Long Term Contracts/IDIQs
- Simplified Acquisitions

FY21 (Re)Solicitations

DDSP New Cumberland and Mechanicsburg Paving and Underground Utilities Multiple Award IDIQs (2nd Qtr)

FY21 (Re)Solicitations

DDSP Connect Electrical Power
DDJC Install Oiler System
DDSP Pallet Conveying Project
DDSP Repair Water Main
DDSP Repair Damaged Track
DDSI Office Space Floor
DDRV AWOS Conveyor System



Procurement Breakdown

Professional, Administrative, and Management Support

- Long Term Contracts
- Simplified Acquisitions

FY21 (Re)Solicitations

N/A

FY21 (Re)Solicitations

Confidential Shredding



Procurement Breakdown

Maintenance, Repair and Rebuilding of Equipment (Maint. Equipment)

- Long Term Contracts

FY21 (Re)Solicitations

Vertical Lift Maintenance

FY22 (Re)Solicitations

DDAG Crane Maintenance



Procurement Breakdown

Maintenance, Repair and Rebuilding of Equipment (Maint. Equipment)

- Simplified Acquisitions (1 of 3)

FY21 (Re)Solicitations	
DDWG Maint. UPS	DDPW Maint. for Parts Carousels
DDAA Maint. for Drives on Crane	DDRT Maint. Ice Machines
DDNV Maint. on Lenel System	DDPW Maint. on Lenel System
DDAG Maint. Dehumidifier Units	DDSP Maint. on Lektriever
DDOO Scale Maint., Repair & Calib.	DDRV Maint. on Halon Recycling
DDWG Maint. on Lenel System	DDWG Scale Maint., Repair & Calib.



Procurement Breakdown

Maintenance, Repair and Rebuilding of Equipment (Maint. Equipment)

- Simplified Acquisitions (2 of 3)

FY21 (Re)Solicitations

DDWG Maint. on Air Compressors

DDWG S5PO Side Stitcher Repair

DDJF Maint. on Diesel Generator

DDSP Air Compressor Trailer MTD

DDDC Maint. on Lenel System

DDAG Maint. on Autobagger

DDOO Maint. on Fire Extinguishers

DDAG Cold Pack Machine Repair

DDSP Maint. On Fire
Suppression/Alarm Systems

DDWG Rack Repairs



Procurement Breakdown

Maintenance, Repair and Rebuilding of Equipment (Maint. Equipment)

- Simplified Acquisitions (3 of 3)

FY22 (Re)Solicitations

DDRT Maint. on Air Compressor	DDWG Weight Handling Equip. Maint.
DDCN Maint. on VLM	DDCT Maint. on Lenel System
DDTP Maint. on Lenel System	DDPW Trailer Maintenance
DDCT Scale Calib./Maint. Services	DDSP Scale Calibration and Repair
DDAG Maint. on Hydraulic Dock Lev.	DDOO Maint. on Lenel System



DLA Distribution Spending Profile (FY 20 Top 5)

Supplies - \$147M / 33%



Material Handling Equipment **\$100M**



Containers, Packaging, and
Packing Supplies (Boxes) **\$15.5M**



Racking, cabinets,
bins, shelving, furniture **\$12.2M**



Communication Equipment **\$4.7M**



Office Supplies and
Devices **\$2.0M**

Acquiring All Service and Supply Requirements to Ensure Mission Success



Procurement Breakdown

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



Procurement Breakdown

Material Handling Equipment

- Blanket Purchase Agreements

FY21 (Re)Solicitations

DDNV Tires and Tubes, Pneumatic

Containers, Packaging, and Packaging Supplies (Boxes)

- Long Term Contracts/Blanket Purchase Agreements

FY21 (Re)Solicitations

DDOO Boxes, Cartons, Crates

DDHU Sheet Metal

DDHU Abrasive Materials



Procurement Breakdown

Racking, Cabinets, Bins, Shelving & Furniture

- Long Term Contracts

FY22 (Re)Solicitations

DDRT Racking Project

Office Supplies and Devices

- Long Term Contracts

FY21 (Re)Solicitations

Enterprise-wide Office Supplies



DLA Distribution Location Acronyms

- DDAA – Anniston, AL
- DDAG – Albany, GA
- DDBC – Barstow, CA
- DDCN – Cherry Point, NC
- DDCT – Corpus Christi, TX
- DDDC – San Diego, CA
- DDHU – Hill, UT
- DDJC – San Joaquin, CA
- DDJF – Jacksonville, FL
- DDNB - Bahrain
- DDNV – Norfolk, VA
- DDOO – Oklahoma City, OK
- DDPW – Puget Sound, WA
- DDRT – Red River, TX
- DDRV – Richmond, VA
- DDSI – Sigonella, Italy
- DDSP – Susquehanna, PA
- DDTP – Tobyhanna, PA
- DDWG – Warner Robins, GA

