



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

DLA Distribution Business Opportunities Forecast

Margaret Ross, Director J7
July 15, 2022

WARFIGHTER ALWAYS



Agenda

- DLA Distribution J7 Information
- Location Acronyms
- How We Approach Business
- Spend Profile – Services
- Procurement Forecast – Services
- Spend Profile – Supplies
- Procurement Forecast – Supplies
- Industry Engagement Plan



DLA Distribution J7 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](#))
- 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 Location Acronyms

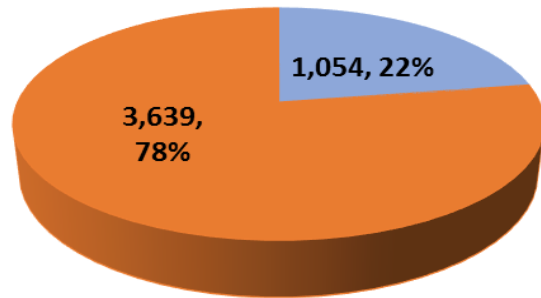
- DDAA – Anniston, AL
- DDAG – Albany, GA
- DDBC – Barstow, CA
- DDCN – Cherry Point, NC
- DDCT – Corpus Christi, TX
- DDDA – Djibouti, Africa
- DDDC – San Diego, CA
- DDDE – Europe
- DDDK – Korea
- DDGM – Guam
- DDHU – Hill, UT
- DDJC – San Joaquin, CA
- DDJF – Jacksonville, FL
- DDNB – Bahrain
- DDNV – Norfolk, VA
- DDOO – Oklahoma City, OK
- DDPW – Puget Sound, WA
- DDPH – Pearl Harbor, HI
- DDRT – Red River, TX
- DDRV – Richmond, VA
- DDSI – Sigonella, Italy
- DDSP – Susquehanna, PA
- DDTP – Tobyhanna, PA
- DDWG – Warner Robins, GA
- DDYJ – Yokosuka, Japan



How We Approach Business

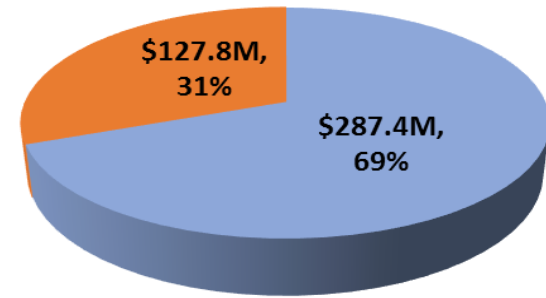
DLA Distribution Procurement Profile

FY 21 Actions (4,693)



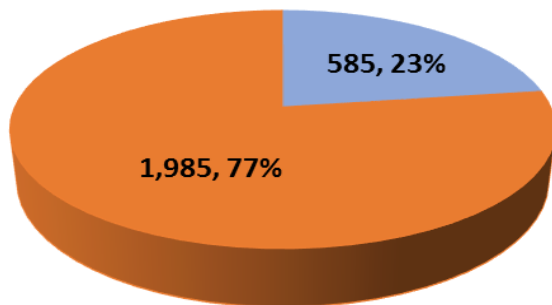
■ Services ■ Supplies

FY 21 Obligations \$415.2M



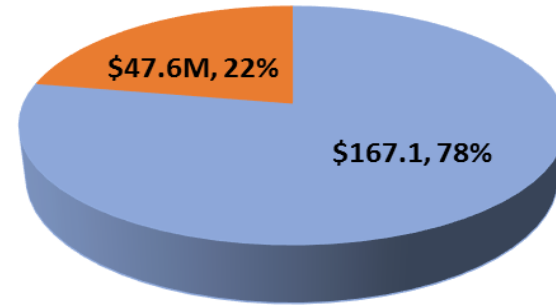
■ Services ■ Supplies

FY 22* Actions (2,570)



■ Services ■ Supplies

FY 22* Obligations \$214.7M



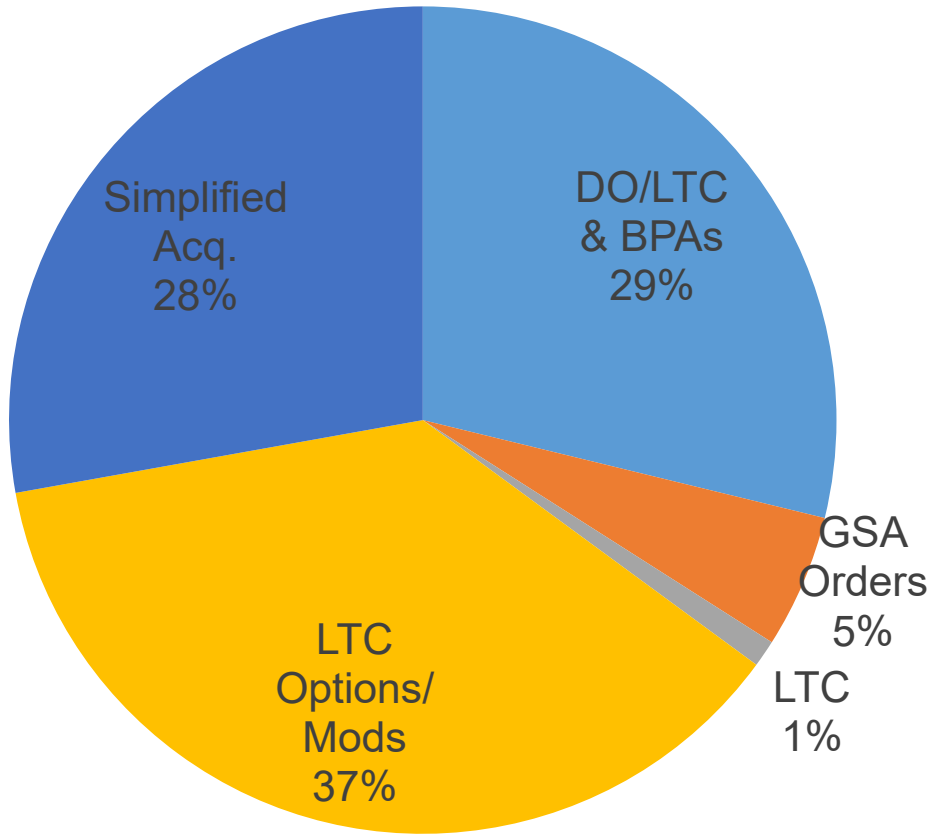
■ Services ■ Supplies

* YTD 4/30/2022

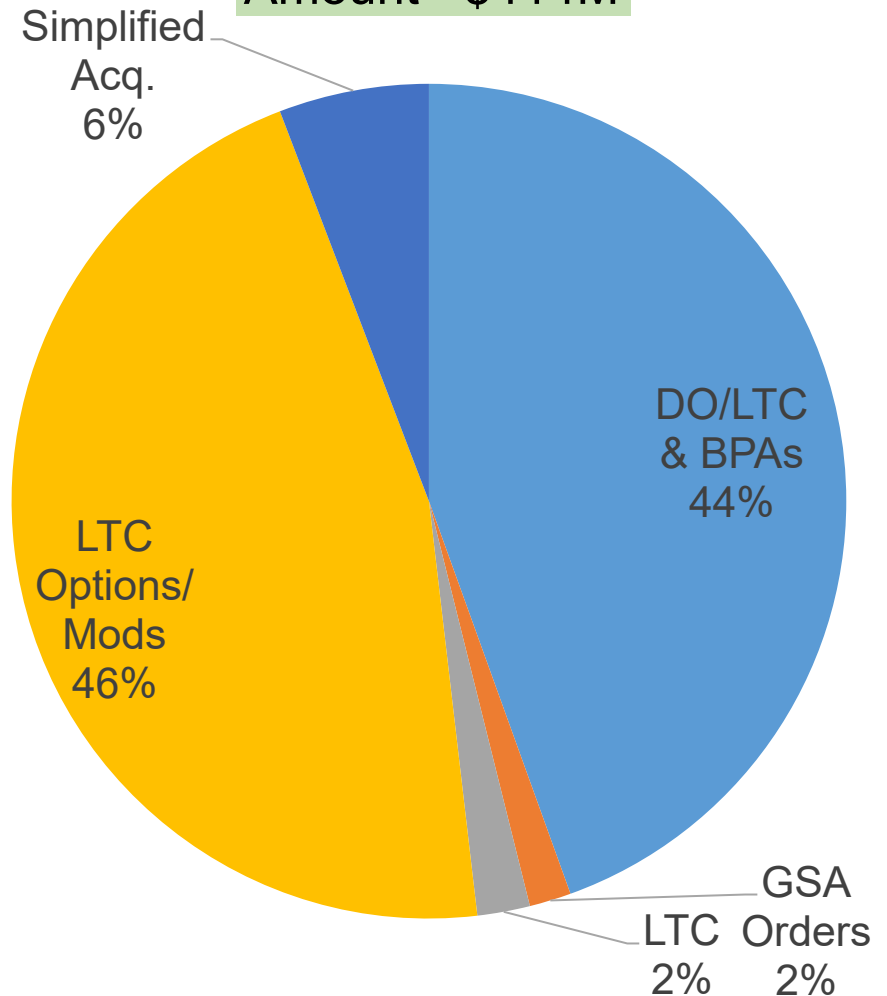


How We Approach Business How We Buy

Actions – 2,361



Amount - \$414M



FY21



How We Approach Business Small Business

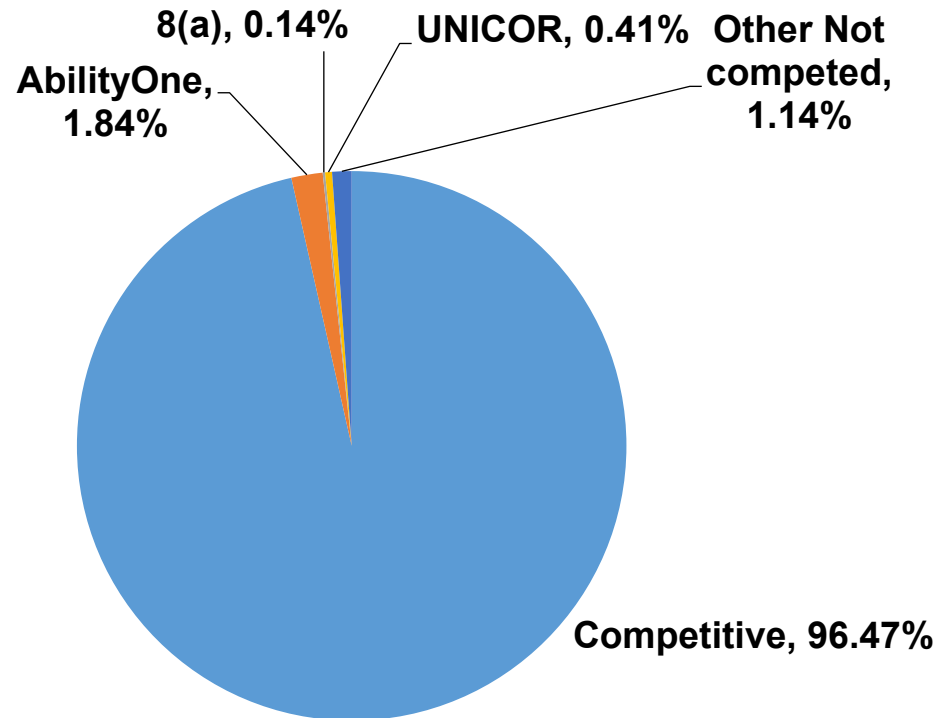
Category	FY21 Goals	FY21 Achievements	FY 22 Goals	FY22 Performance
SB	55.00%	74.49%	60.00%	68.70%
SDB	5.00%	51.86%	30.00%	49.03%
WOSB	5.00%	24.17%	5.00%	23.56%
SDVOSB	3.00%	7.01%	3.00%	8.00%
HUBZn	3.00%	1.70%	3.00%	0.67%



How We Approach Business FY22 Competition Data

Goal
88%*

FY 22 Overall Achievement**
96.47% (\$211,449,614.35) Competed
3.53% (\$7,729,422.01) Not Competed
100% (\$219,179,036.36)



*Pending Approval

**FY21 Overall Achievement 92.17%



How We Approach Business Market Research

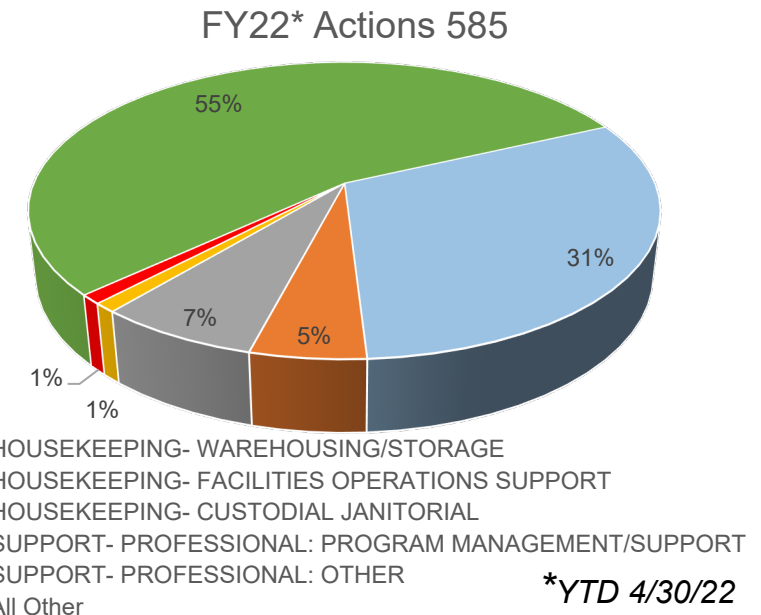
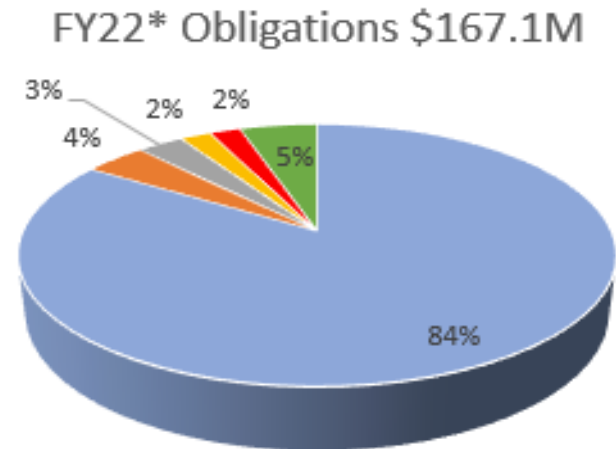
- Searches
 - Internet - search engine
 - GSA
 - Small Business Dynamic Search (NAICS search)
 - Small Business tracking spreadsheet
 - Locally maintained
 - Contact DLA.Distribution.OSBD@dla.mil to be added
 - History – within Distribution procurement tool/FPDS
- Sources Sought Postings (SAM.gov)
- Past Performance (Informal Offeror List)
- Potential New Market Intelligence Tools
 - FactSet
 - ThomasNet

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



DLA Distribution Spend Profile - Services

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





Storage & Distribution, Warehousing, MHE Maint., Janitorial

- Long Term Contracts/IDIQ

FY22 (Re)Solicitations

- * Third Party Logistics Haz Mat: DDCT
- * East Coast Export Mission (Fresh Fruits & Vegetables)
- * Janitorial Services: DDSP and DDJC

FY23 (Re)Solicitations

- GOCO: DDGM and DDJF
- TAN (DLA Distribution Transportation DDNB)
- DDPH Retail Support



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

- Long Term Contracts/IDIQ

FY23 (Re)Solicitations

Multiple Award Task Order Construction
Contract (DDSP)

Multiple Award Task Order Construction
Contract (DDJC)



Procurement Forecast - Services

Professional, Administrative, and Management Support

- Long Term Contracts/IDIQ

FY22 (Re)Solicitations

Business Development Office Support
Services



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

- Long Term Contracts

FY22 (Re)Solicitations

DDAG Crane Maintenance

ASRS Maintenance – Kardex equipment



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

- Simplified Acquisitions

FY22 (Re)Solicitations	
DDOO Scale Maint., Repair & Calib.	DDDC Maint. on Lenel System
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
Scale Repair and Collaboration	ASRS Maintenance – Dematic and Modula equipment



Procurement Forecast - Services

Long Term Enterprise Service Contracts

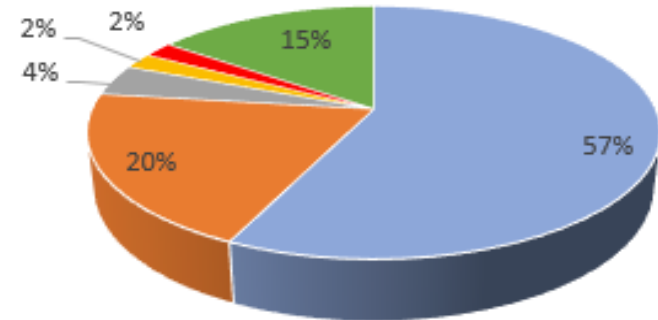
Effort	FY Expiration
Material Handling Equipment Maintenance	FY 2025
CMS and 3PL – Warner Robins Air Force Base	FY 2025
GOCO/COCO DDCN	FY 2025
American Sign Language Interpreting	FY 2025
CMS and 3PL - FRC	FY 2026
Global Distribution Expeditionary Contract	FY 2026
Professional Support Services	FY 2026
Multiple Award Task Order Construction Contract (DDSP Paving)	FY 2026
GOCO: DDDC, DDDA	FY 2026



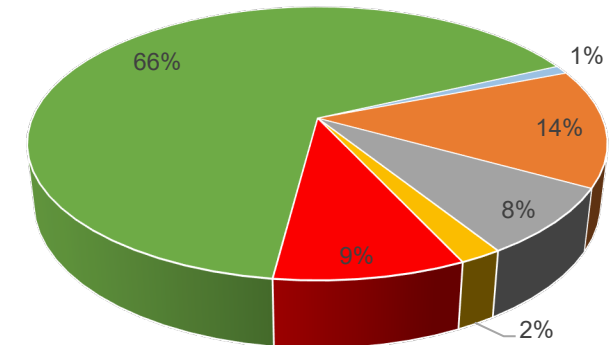
DLA Distribution Spend Profile - Supplies

- Operational
 - Boxes & Envelopes
 - Packaging Material (bubble wrap, sealed air)
 - Pallets
- COVID Related & Cold Chain
- Automated Material Handling Equipment
- Modernization/Communications (i.e. Voicepick)
- Office Supplies (i.e. Tape, labels)
- Facilities (i.e. Racking)

FY22* Obligations \$47.6M



FY22* Actions 1,985



- MISCELLANEOUS MATERIALS HANDLING EQUIPMENT
- BOXES, CARTONS, AND CRATES
- PACKAGING AND PACKING BULK MATERIALS
- CABINETS, LOCKERS, BINS, AND SHELVING
- BAGS AND SACKS
- All Other

*YTD 4/30/22



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 Qtr
- Monitor Contract Opportunities at SAM.gov under DODAAC SP3300



Procurement Forecast - Supplies

Containers, Packaging, and Packaging Supplies

- Long Term Contracts/IDIQ

FY22 (Re)Solicitations

Nails and Staples

Foam Packaging

FY23 (Re)Solicitations

Batteries and Chargers

SPI Containers

Corrugated Fiberboard

Packaging Materials & Envelopes

Office Supplies and Devices

- Long Term Contracts/IDIQ

FY22 (Re)Solicitations

Various Labels and Printer Ribbons



Procurement Forecast - Supplies

Long Term Enterprise Supply Contracts (1 of 2)

Effort	FY Expiration
Polyurethane & Paint	FY 2024
Shrink Wrap	FY 2024
Harnesses	FY 2024
Packaging Materials & Envelopes	FY 2024 & FY 2025
Safety Shoe Footwear	FY 2024 & FY 2025
Corrugated Fiberboard	FY 2025
Cleaning & Polishing Compounds	FY 2025
Gel Packs/Cold Storage	FY 2025
Plastic Film & Sheets	FY 2025
Plastic Bags & Heat Sealed Bags	FY 2025
Misc Materials Handling Equipment	FY 2025



Procurement Forecast - Supplies

Long Term Enterprise Supply Contracts (2 of 2)

Effort	FY Expiration
Sheet Metal	FY 2026
Nails and Screws - DDPW	FY 2026
Insulated Thermal Shipping Containers	FY 2026
Wooden Shipping Containers - DDOO	FY 2026
Sandpaper	FY 2026
Toner	FY 2026
Batteries & Chargers	FY 2026
SPI Containers	FY 2026
Logistics Modernization Integration Support (LMIS) Pool 2	FY 2026



DLA Distribution J7 Industry Engagement Plan



DLA Director's Intent

- Warfighter Always is our #1 priority
- DLA's Strategic Plan meets the evolving requirements of the Warfighter and the Nation with a target transformative approach encompassing the most critical priorities for the next five years
- To reflect current conditions, DLA introduced a refreshed Industry Engagement Plan to supplement the DLA Strategic Plan 2021-2026

DLA Distribution J7's IE Plan builds off of DLA HQ's IE 5 Focus Areas

- Supplier Communication and Interaction
- Balancing Business Decisions and Fiduciary Responsibilities
- Supplier Feedback Management and Advocacy
- Drive Efficiencies and Innovation in Our Business
- Assess and Mitigate Supply Chain Risk

Metrics to performing against this plan include:

- Manage acquisition performance
- Meet SB (60%) and Competition (88%) Goals
- Refresh DLA Distribution IEP
- Participate in DLA HQs Industry Association Webinar – Demand Forecast
- Conduct DLA Distribution Industry Day FY 23 3rd Qtr
- Monitor DLA HQs LOE 4.1.1 (Strategic Suppliers) pilot for lessons learned
- Participate in DLA HQs LOE 4.3 (AMIDA) meetings

