



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

DLA Distribution Business Opportunities Forecast

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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 (PTACs) are now APEX Accelerators, which offer free education and training to help small business participate in DoD contracts or contracts with other agencies. You can identify your local APEX Accelerator at:
<https://www.aptac-us.org/contracting-assistance/>
- 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

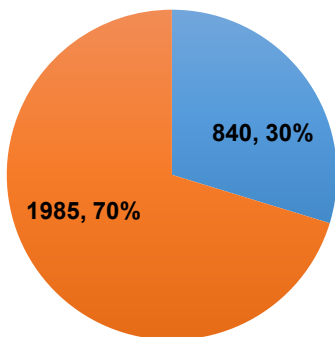


How We Approach Business

DLA Distribution Procurement Profile

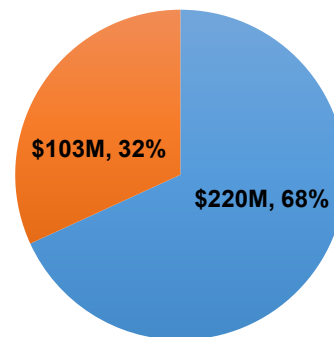
FY22 Actions (2,825)

■ Services ■ Supplies



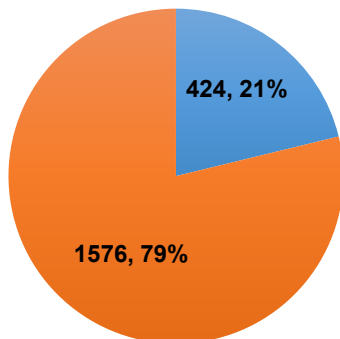
FY22 Obligations (\$323M)

■ Services ■ Supplies



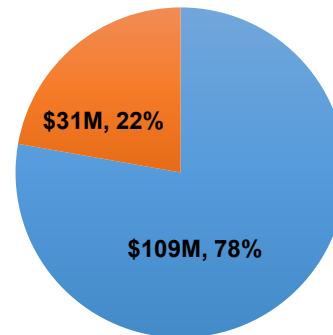
FY23 Actions (2000)*

■ Services ■ Supplies



FY23 Obligations (\$140M)*

■ Services ■ Supplies



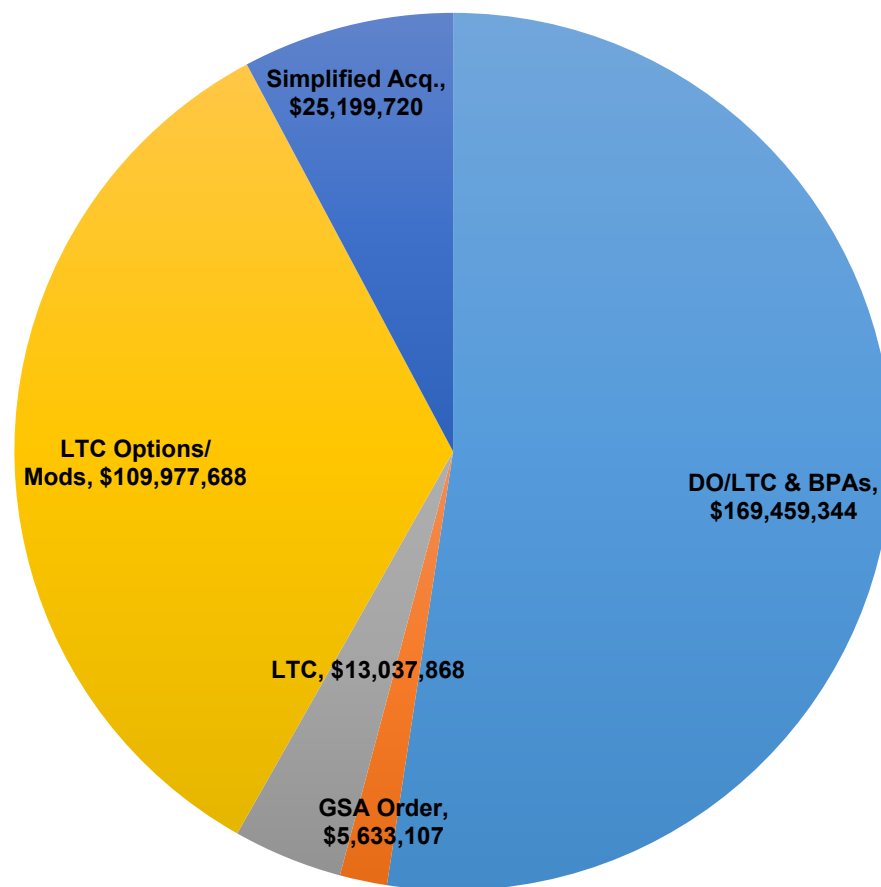
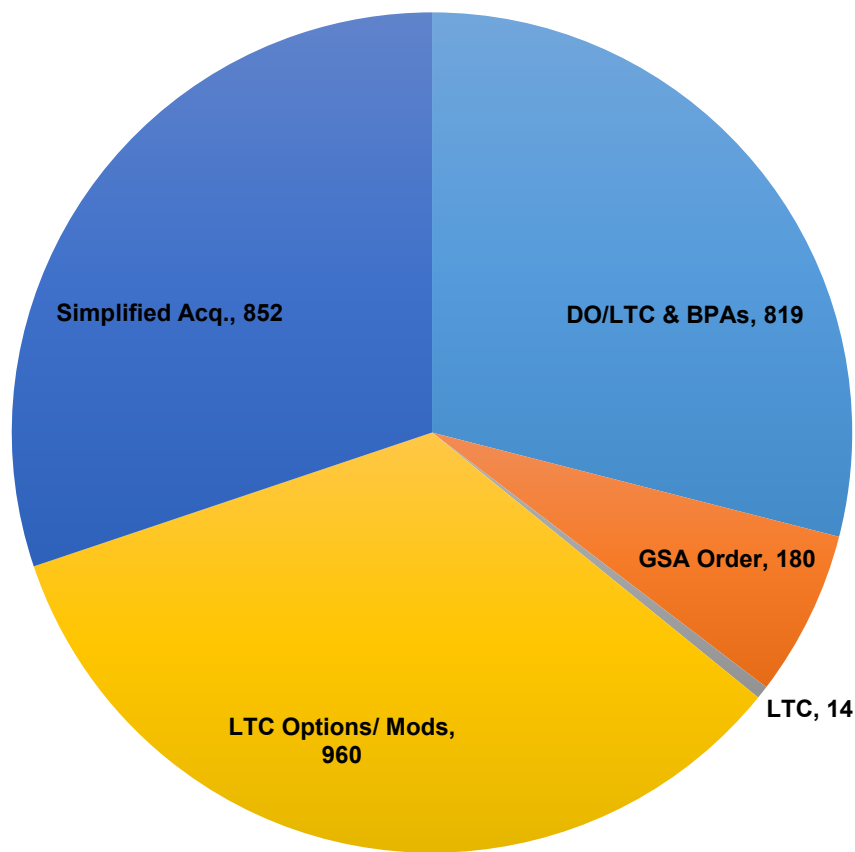
* YTD 5/2/2023



How We Approach Business How We Buy

Actions – 2,825

Amount - \$323M



FY22



How We Approach Business Small Business

Category	FY22 Goals	FY22 Achievements	FY 23 Goals	FY23 Performance
SB	60.00%	73.41%	60.00%	77.92%
SDB	30.00%	49.47%	25.00%	65.75%
WOSB	5.00%	22.55%	5.00%	26.95%
SDVOSB	3.00%	8.24%	3.00%	7.23%
HUBZn	3.00%	4.05%	3.00%	1.72%



How We Approach Business FY23 Competition Data

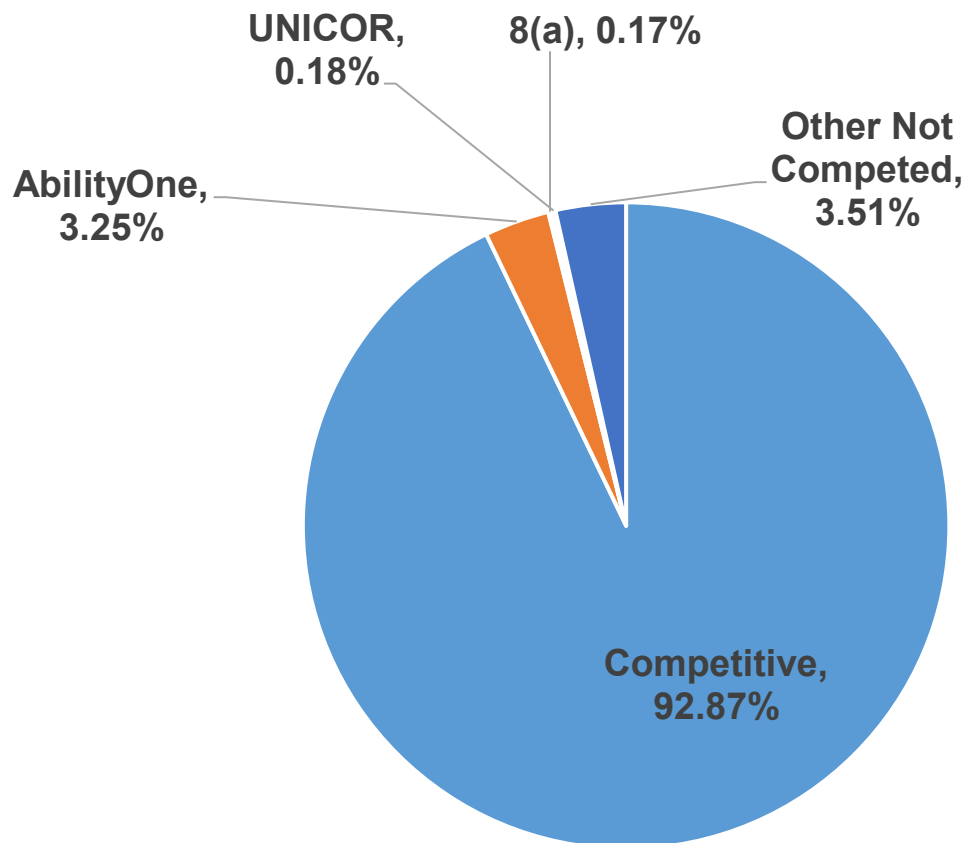
Goal
88%*

**FY 23
Overall
Achievement****

92.87%
(\$112,161,993.56)
Competed

7.13%
(\$8,605,333.36)
Not Competed

100%
(\$120,767,326.92)



*Pending Approval

**FY22 Overall Achievement 90.61%



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
 - History – within Distribution procurement tool/FPDS
- Sources Sought Postings (SAM.gov)
- Past Performance (Informal Offeror List)
- Market Intelligence Tools
 - FactSet
 - ThomasNet

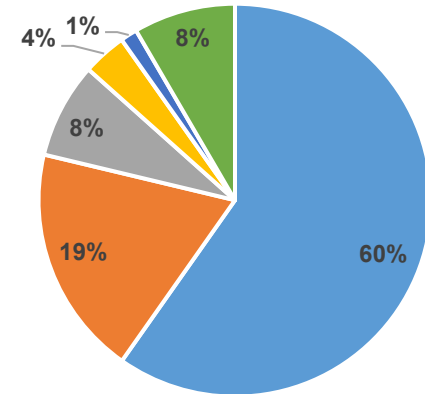
Capabilities Info/Line Cards sent to DistributionJ7@dla.mil will be provided to appropriate Contracting Officers



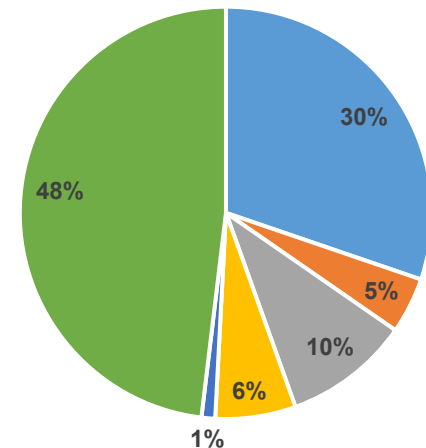
DLA Distribution Spend Profile - Services

- Distribution Operations
 - 11 GOCOs
 - 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
- Minor Construction

FY22 Obligations (\$220M)



FY22 Actions (840)



- HOUSEKEEPING- WAREHOUSING/STORAGE
- HOUSEKEEPING- FACILITIES OPERATIONS SUPPORT
- REPAIR OR ALTERATION OF OTHER WAREHOUSE BUILDINGS
- HOUSEKEEPING- CUSTODIAL JANITORIAL
- SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT
- All Other



Procurement Forecast - Services

Storage & Distribution, Warehousing, MHE Maint., Janitorial

- Long Term Contracts/IDIQ

FY23 (Re)Solicitations

GOCO: DDGM and DDJF

Janitorial Services: DDSP

FY24 (Re)Solicitations

Retail Support: DDCT



Procurement Forecast - Services

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

FY23 (Re)Solicitations

N/A



Procurement Forecast - Services

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

- Long Term Contracts

FY23 (Re)Solicitations

Crane Maintenance: DDAA



Procurement Forecast - Services

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

- Simplified Acquisitions

FY23 (Re)Solicitations

Lenel Maintenance: DDAA, DDSP, DDNV, DDHU, DDJF

Elevator Maintenance: DDSP

Gate Maintenance: DDNV

Saw Blade Maintenance: DDRT

FY24 (Re)Solicitations

Grounds Maintenance: DDNV

Lenel Maintenance: DDPW

Parts Carousel Maintenance: DDPW

X-Ray Inspection Maintenance: DDSP

ESS Maintenance: DDPW, DDJC

RAD Maintenance: DDJC



Procurement Forecast - Services

Long Term Enterprise Service Contracts (1 of 2)

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
Janitorial Services: DDWG	FY 2025
VLM Maintenance: DDAG	FY 2025



Procurement Forecast - Services

Long Term Enterprise Service Contracts (2 of 2)

Effort	FY Expiration
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, DDBC, DDHU	FY 2026
Janitorial Services: DDRT	FY 2026
Retail Support: DDNV, DDAG	FY 2026
Professional Services Support	FY 2027
Fire System Maintenance: DDSP	FY 2027
Installation Support Services: DDJC	FY 2027



Procurement Forecast - Services

Simplified Acquisitions

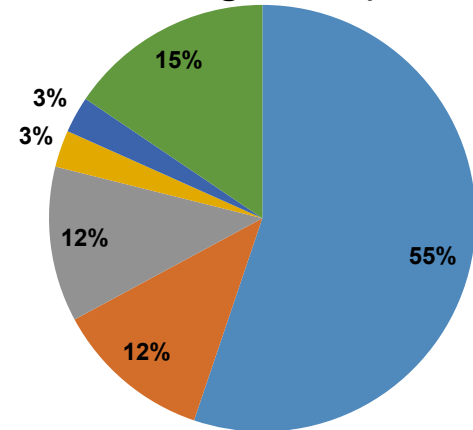
Effort	FY Expiration
Crane Maintenance: DDAG	FY 2025
Lenel Maintenance: DDCT	FY 2025
Trailer Maintenance: DDPW	FY 2025
Fire Department Equipment Maintenance: DDSP	FY 2025
Air Compressor Maintenance: DDWG	FY 2025
Lektriever ASRS Maintenance: DDSP	FY 2025
Maintenance UPS: DDWG	FY 2025
Small Equipment Maintenance: DDPW	FY 2025
Air Compressor Maintenance: DDOO	FY 2025
TRICARB Maintenance: DDSP	FY 2025
Ice Machine Maintenance: DDRT	FY 2025
Ice Machine Maintenance: DDWG	FY 2026



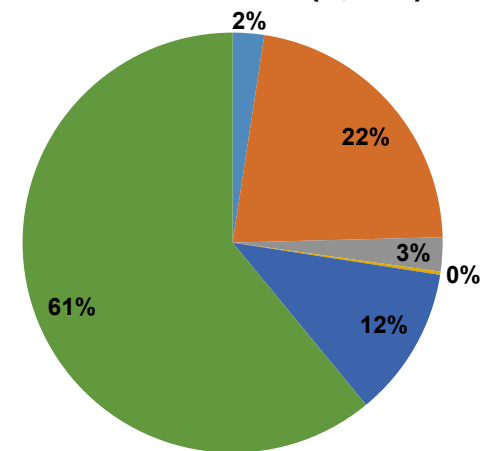
DLA Distribution Spend Profile - Supplies

- 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 (\$103M)



FY22 Actions (1,985)



- HOUSEKEEPING- WAREHOUSING/STORAGE
- HOUSEKEEPING- FACILITIES OPERATIONS SUPPORT
- REPAIR OR ALTERATION OF OTHER WAREHOUSE BUILDINGS
- HOUSEKEEPING- CUSTODIAL JANITORIAL
- SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT
- All Other



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

FY23 (Re)Solicitations

Batteries & Chargers

SPI Containers

Corrugated Fiberboard

Packaging Materials & Envelopes

FY24 (Re)Solicitations

Polyurethane & Paint

Shrink Wrap

Harnesses

Packaging Materials & Envelopes

Safety Shoe Footwear

Office Supplies and Devices

- Long Term Contracts/IDIQ

FY23 (Re)Solicitations

N/A



Procurement Forecast - Supplies

Long Term Enterprise Supply Contracts (1 of 2)

Effort	FY Expiration
Packaging Materials & Envelopes	FY 2025
Safety Shoe Footwear	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
Tires	FY 2025
Firefighter Personal Protective Equipment	FY 2025
Voice Pick Labels	FY 2025



Procurement Forecast - Supplies

Long Term Enterprise Supply Contracts (2 of 2)

Effort	FY Expiration
Sheet Metal	FY 2026
Nails and Screws	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
Special Purpose Clothing	FY 2027
Nails and Screws	FY 2027



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
- Refreshed 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

