



**DLA**  
DEFENSE LOGISTICS AGENCY  
*Established 1961*



The Nation's Combat Logistics Support Agency

# DLA Distribution Business Opportunities Forecast

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Contracting Office, Distribution J7  
March 31, 2024



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
- APEX Accelerators (previously PTACs) offer free education and training to help small businesses 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](mailto:DistributionJ7@dla.mil) if you have any questions



## DLA Distribution Location Acronyms

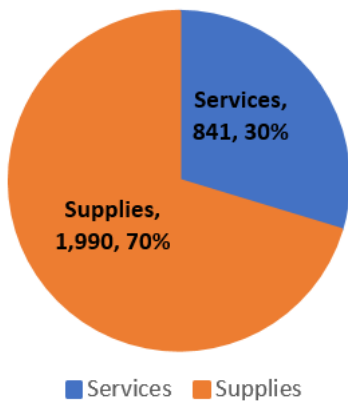
- DDAA – Anniston, AL
- DDAG – Albany, GA
- DDBC – Barstow, CA
- DDCN – Cherry Point, NC
- DDCT – Corpus Christi, TX
- DDDA – Djibouti, Africa
- DDDC – San Diego, CA
- DDDE – Europe
- DDDK – Korea
- DDGM – Guam
- DDHU – Hill, UT
- DDJC – San Joaquin, CA
- DDJF – Jacksonville, FL
- DDNB – Bahrain
- DDNV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



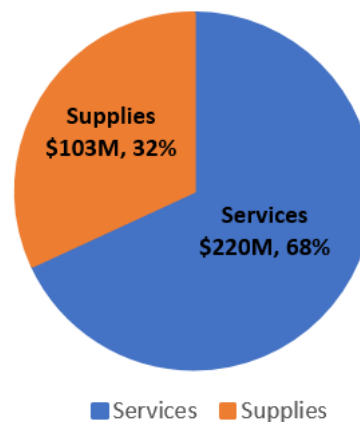
# How We Approach Business

## DLA Distribution Procurement Profile

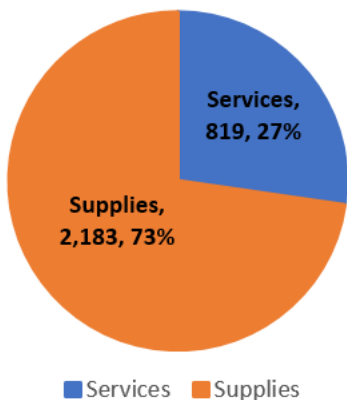
**FY 22 Actions, 2,831**



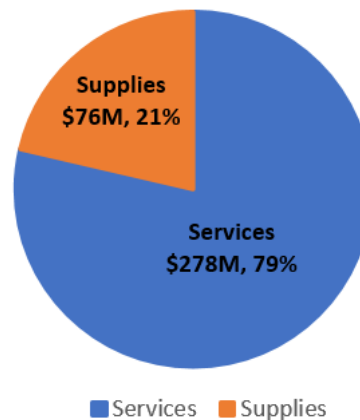
**FY 22 Obligations, \$323M**



**FY 23 Actions, 3,002**



**FY 23 Obligations, \$354M**

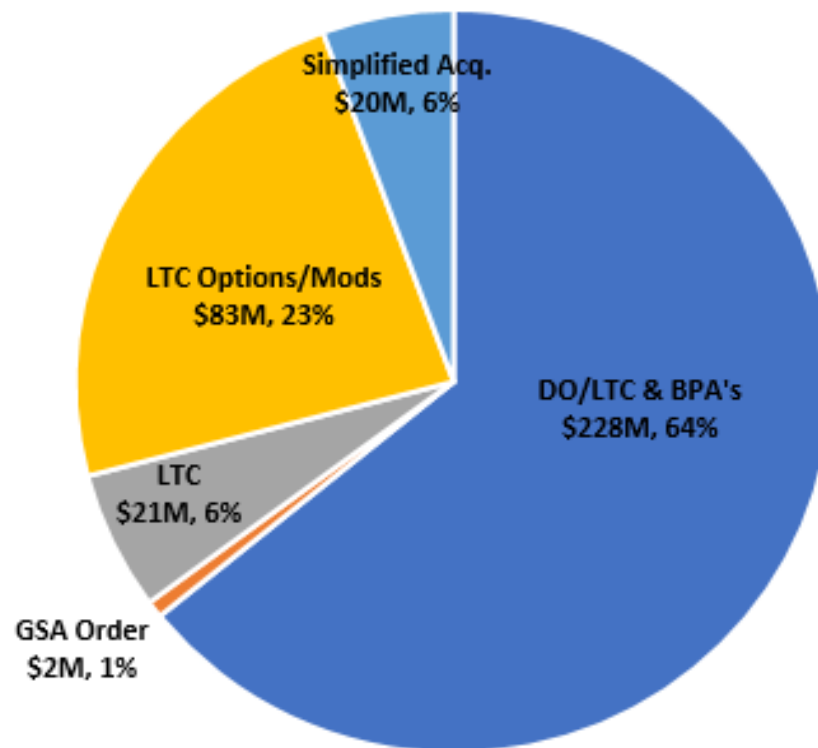
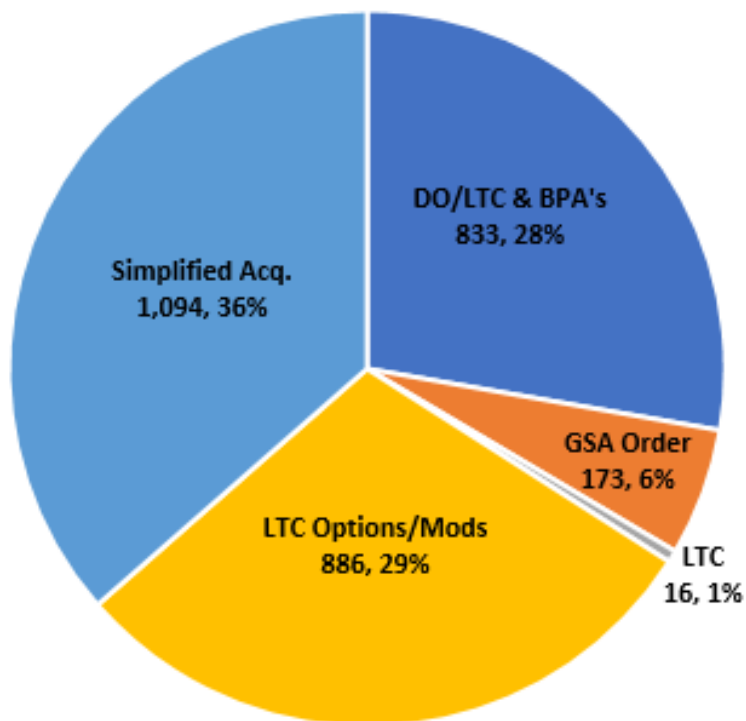




# How We Approach Business How We Buy

Actions – 3,002

Amount - \$354M



FY23





# How We Approach Business Small Business

| Category | FY22<br>Goals | FY22<br>Achievements | FY 23<br>Goals | FY23<br>Achievements | FY24<br>Goals |
|----------|---------------|----------------------|----------------|----------------------|---------------|
| SB       | 60%           | 73.43%               | 60%            | 73.31%               | 58%           |
| SDB      | 30%           | 49.50%               | 25%            | 50.66%               | 25%           |
| WOSB     | 5%            | 22.57%               | 5%             | 18.72.%              | 5%            |
| SDVOSB   | 3%            | 8.25%                | 3%             | 15.49.%              | 5%            |
| HUBZn    | 3%            | 4.06%                | 3%             | 2.94%                | 3%            |



# How We Approach Business FY23 Competition Data

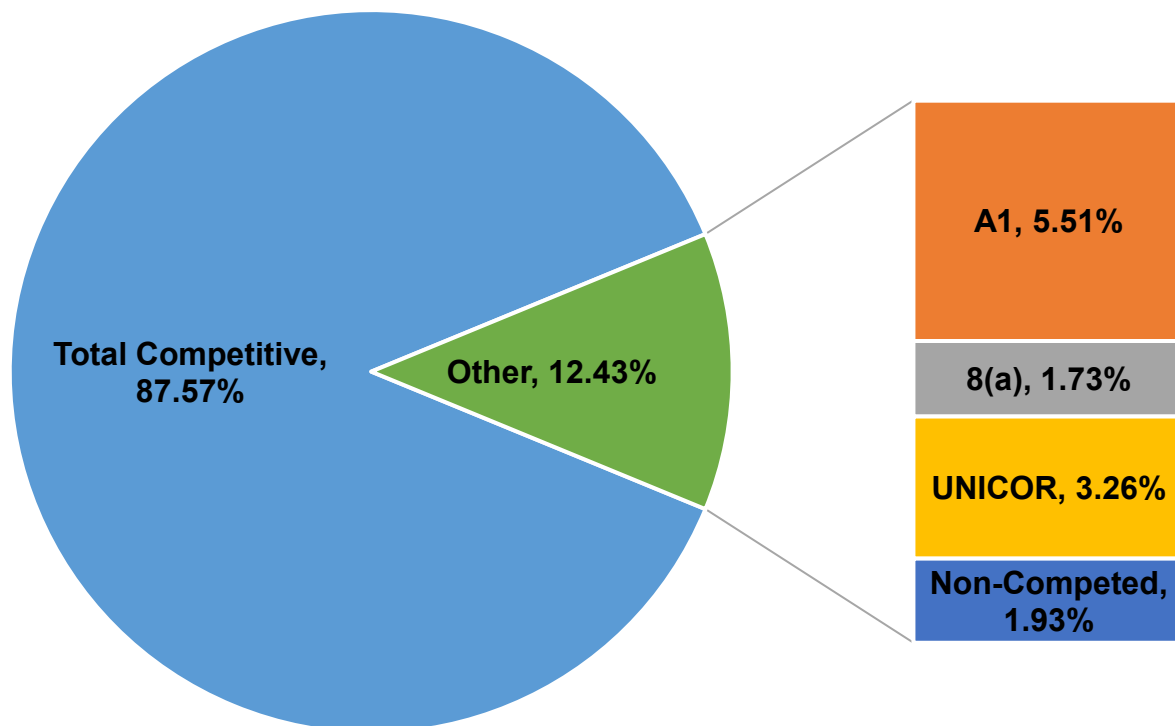
Goal  
88%\*

**FY 23  
Overall  
Achievement\*\***

**88%**  
**\$311,254,450.92**  
**Competed**

**12%**  
**\$44,170,899.10**  
**Not Competed**

**100%**  
**\$355,425,350.02**



\*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](mailto: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

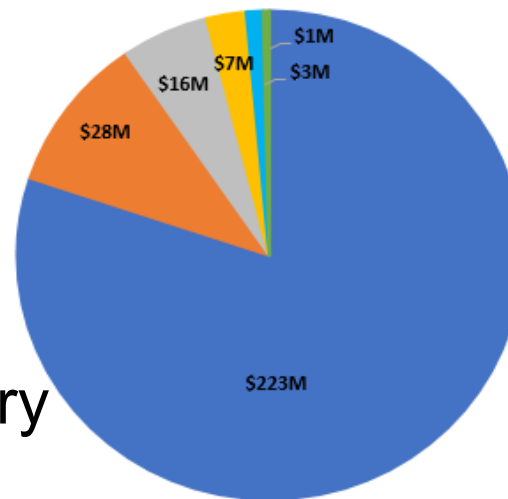
Capabilities Info/Line Cards sent to [DistributionJ7@dla.mil](mailto:DistributionJ7@dla.mil) will be provided to appropriate Contracting Officers



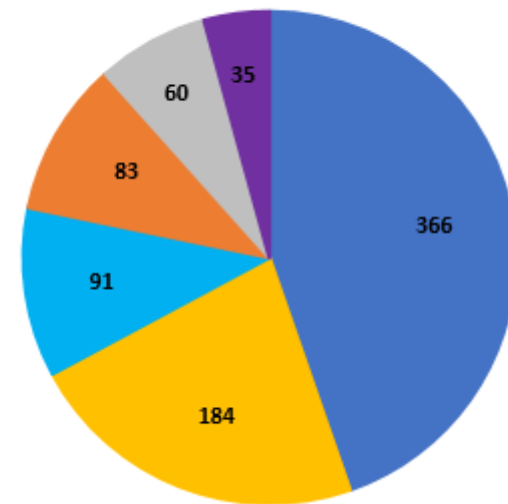
# DLA Distribution Spend Profile - Services

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

FY 23 Obligations (\$278M)



FY 23 Actions 819



■ S - Warehousing, Storage, Operations Support  
■ Z - Maintenance, Repair or Alteration of Real Property  
■ R - Professional, Administrative and Management Support  
■ J - Maintenance, Repair, and Rebuilding of Equipment  
■ Other  
■ Q - Medical Services  
■ W - Lease or Rental of Equipment



# Procurement Forecast - Services

## Storage & Distribution, Warehousing, MHE Maint., Janitorial

- Long Term Contracts/IDIQ

### FY25 (Re)Solicitations

GOCO/COCO: DDDC

Retail Support: DDAG

Janitorial Services: DDWG

Global Distribution Expeditionary  
Contract

CMS and 3PL – Warner Robins Air  
Force Base

VLM Maintenance: DDAG, DDNV,  
DDYJ, DDDC

### FY26 (Re)Solicitations

GOCO/COCO: DDBC

Janitorial Services: DDRT

East Coast Export (Fresh Fruit and  
Vegetable Cross Dock)



# Procurement Forecast - Services

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

- Long Term Contracts/IDIQ

### FY25 (Re)Solicitations

N/A

### FY26 (Re)Solicitations

Multiple Award Task Order Contract (MATOC) for Construction (DDSP Paving)



# Procurement Forecast - Services

## Professional, Administrative, and Management Support

- Long Term Contracts/IDIQ

### FY25 (Re)Solicitations

Logistics Modernization Integration  
Support – Pool 2

Professional Support Services (J3)

Professional Support Services (WMS)

American Sign Language Interpreting

### FY26 (Re)Solicitations

N/A



# Procurement Forecast - Services

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

- Long Term Contracts

### FY25 (Re)Solicitations

N/A

### FY26 (Re)Solicitations

N/A





## Procurement Forecast - Services

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

- Simplified Acquisitions

| FY25 (Re)Solicitations   |   |
|--|---|
| Crane Maintenance: DDAG  | Weight Handling Equipment – Maintenance: DDWG |
| Lenel Maintenance: DDCT, DDHU, DDJF, DDOO                          | Grounds Maintenance: DDWG                     |
| Trailer Maintenance: DDPW  | F-35 Commercial Line: DDOO                    |
| Fire Department Equipment Maintenance: DDSP                        | Container Rental: DDNV                        |
| Crane Repair Services: DDSP  | Quarterly Carpet Cleaning: DDBC               |
| Lektriever ASRS Maintenance: DDSP                                  | Dock Levelers Maintenance: DDAG               |
| UPS Maintenance: DDWG  | Portable Toilet Rental: DDAG                  |
| Preventative Maintenance/Remedial Maintenance – Scales: DDSP, DDCT |   |



## Procurement Forecast - Services

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

- Simplified Acquisitions

#### FY26 (Re)Solicitations

Ice Machine Maintenance: DDWG

Portable Toilet Rental: DDRT

Laundry Services – Towels: DDJC

Industrial Cleaning: DDHU

BryAir Dehumidifier Maintenance: DDAG



# Procurement Forecast - Services

## Long Term Enterprise Service Contracts

| Effort                              | FY Expiration |
|-------------------------------------|---------------|
| GOCO/COCO: DDHU                     | FY 2027       |
| Professional Services Support (BD)  | FY 2027       |
| Fire System Maintenance: DDSP       | FY 2027       |
| Installation Support Services: DDJC | FY 2027       |



# Procurement Forecast - Services

## Simplified Acquisitions

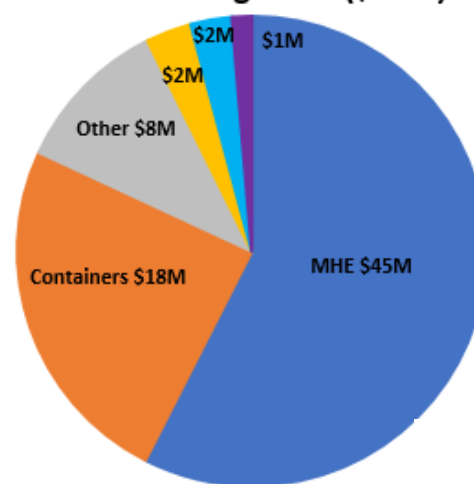
| Effort                          | FY Expiration |
|---------------------------------|---------------|
| Postage Meter Maintenance: DDNV | FY 2027       |
| Floor Dust & Mop Service: DDPW  | FY 2027       |
| Ice Machine Maintenance: DDAA   | FY 2028       |



# DLA Distribution Spend Profile - Supplies

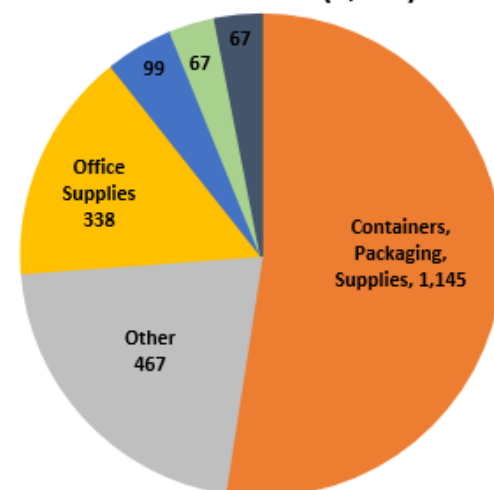
- Operational
  - Boxes & Envelopes
  - Packaging Material (bubble wrap, sealed air)
  - Pallets
- COVID Related & Cold Chain
- Automated Material Handling Equipment
- Modernization/Communications (i.e. Voicepick)
- Office Supplies (i.e. Tape, labels)
- Facilities (i.e. Racking)

FY 23 Obligations (\$76M)



- 39 - Materials Handling Equipment
- 81 - Containers, Packaging, and Packing Sup
- Other
- 75 - Office Supplies and Devices
- 91 - Fuels, Lubricants, Oils, and Waxes
- 68 - Chemicals and Chemical Products
- 53 - Hardware and Abrasives
- 71 - Furniture

FY 23 Actions (2,183)





## 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 4<sup>th</sup> Quarter
- Monitor Contract Opportunities at SAM.gov under DODAAC SP3300





# Procurement Forecast - Supplies

## Containers, Packaging, and Packaging Supplies

- Long Term Contracts/IDIQ

### FY25 (Re)Solicitations

Corrugated Fiberboard

Gel Packs/Cold Storage

Packaging Materials & Envelopes

Plastic Bags & Heat-Sealed Bags

Plastic Film & Sheets

Cleaning & Polishing Compounds

Misc Materials Handling Equipment

Tires

Firefighter Personal Protective Equipment

Safety Shoe Footwear

### FY26 (Re)Solicitations

Sheet Metal

Nails and Screws

Insulated Thermal Shipping Containers

Wooden Shipping Containers - DDOO

Sandpaper

Batteries & Chargers

SPI Containers



# Procurement Forecast - Supplies

## Office Supplies and Devices

- Long Term Contracts/IDIQ

### FY25 (Re)Solicitations

Voice Pick Labels

### FY26 (Re)Solicitations

Toner



# Procurement Forecast - Supplies

## Long Term Enterprise Supply Contracts

| Effort                   | FY Expiration |
|--------------------------|---------------|
| 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
- Increased AbilityOne engagement
- Refreshed DLA Distribution IEP
- Participate in DLA HQs Association Webinar – Demand Forecast
- Increased presence at Industry Engagement events
- Planning for next DLA Distribution Industry Day to be tentatively held Spring/Summer 2025

