



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency



DLA Distribution Business Opportunities Forecast

Margaret Ross, Director J7
January 31, 2023

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 <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

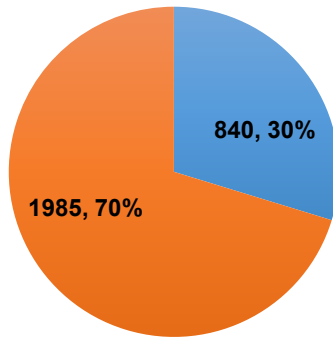


How We Approach Business

DLA Distribution Procurement Profile

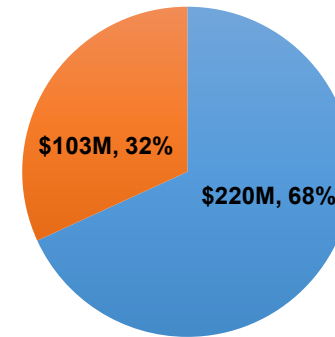
FY22 Actions (2,825)

■ Services ■ Supplies



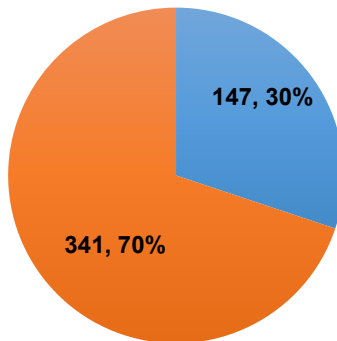
FY22 Obligations (\$323M)

■ Services ■ Supplies



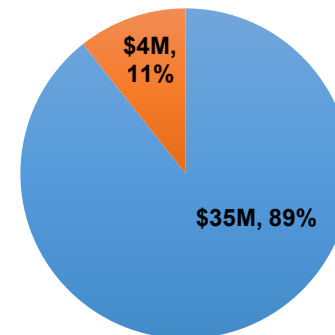
FY23 Actions (488)*

■ Services ■ Supplies



FY23 Obligations (\$39M)*

■ Services ■ Supplies



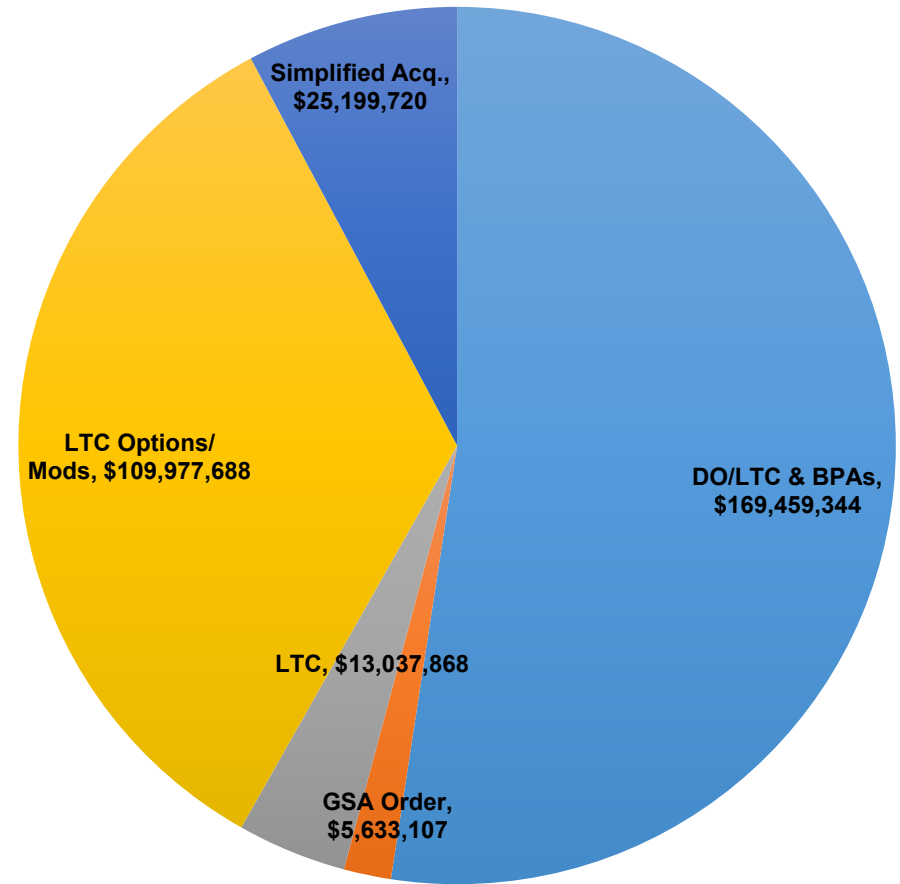
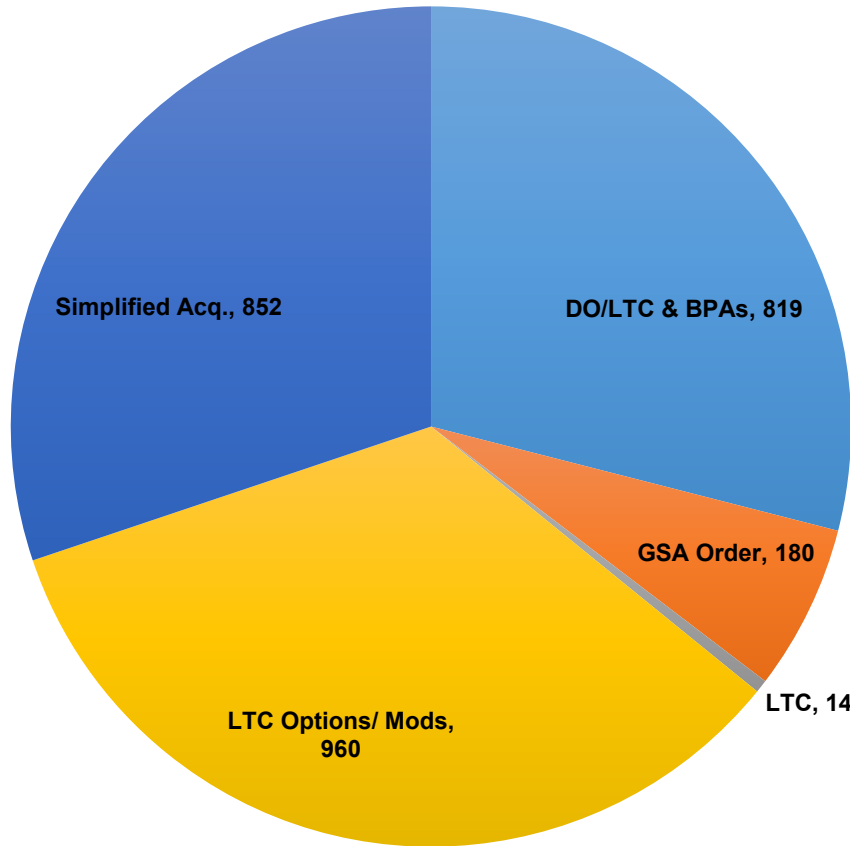
* YTD 12/23/2022



How We Approach Business How We Buy

Actions – 2,825

Amount - \$323M



FY22



How We Approach Business Small Business

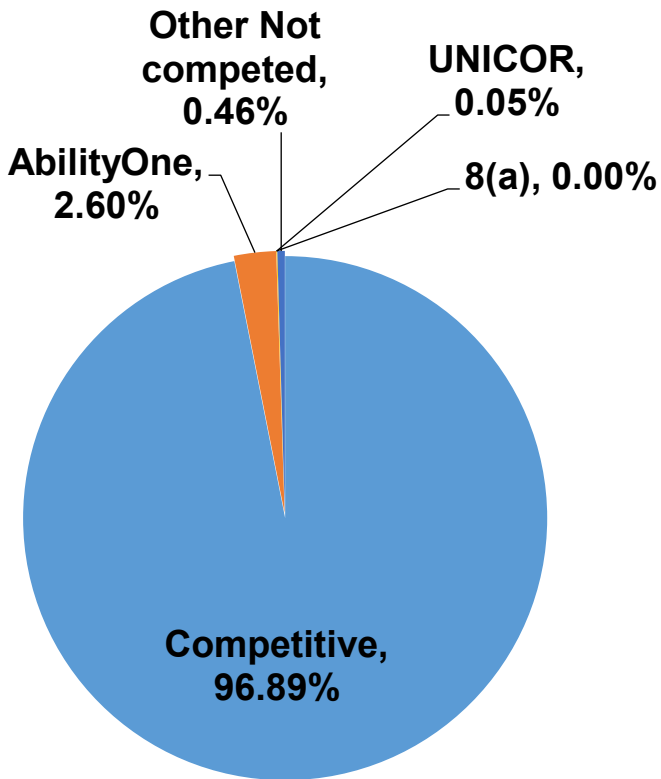
Category	FY22 Goals	FY22 Achievements	FY 23 Goals	FY23 Performance
SB	60.00%	73.41%	60.00%	99.42%
SDB	30.00%	49.47%	25.00%	69.70%
WOSB	5.00%	22.55%	5.00%	29.65%
SDVOSB	3.00%	8.24%	3.00%	4.60%
HUBZn	3.00%	4.05%	3.00%	4.51%



How We Approach Business FY23 Competition Data

Goal
88%*

FY 23 Overall Achievement**
96.89% (\$37,011,573.79) Competed
3.11% (\$1,186,884.18) Not Competed
100% (\$38,198,457.97)



*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

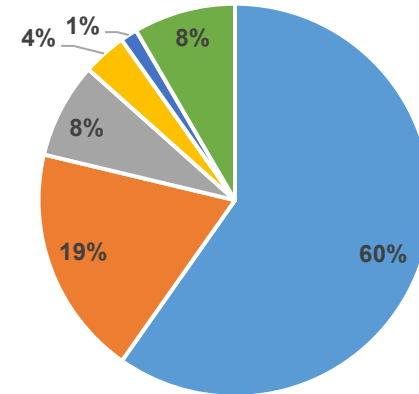
Capabilities Info/Line Cards sent to DistributionJ7@dla.mil will be provided to appropriate Contracting Officers



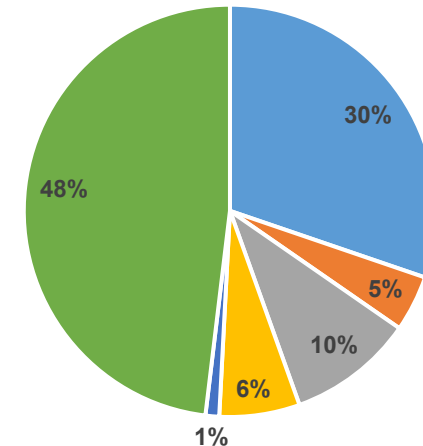
DLA Distribution Spend Profile - Services

- 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



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

- Simplified Acquisitions

FY23 (Re)Solicitations

ESS Maintenance: DDJC

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

Elevator Maintenance: DDSP

Gate Maintenance: DDNV

Saw Blade Maintenance: DDRT

RAD Maintenance: DDJC

FY24 (Re)Solicitations

Grounds Maintenance: DDNV

Lenel Maintenance: DDPW

Parts Carousel Maintenance: DDPW

X-Ray Inspection Maintenance: DDSP



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

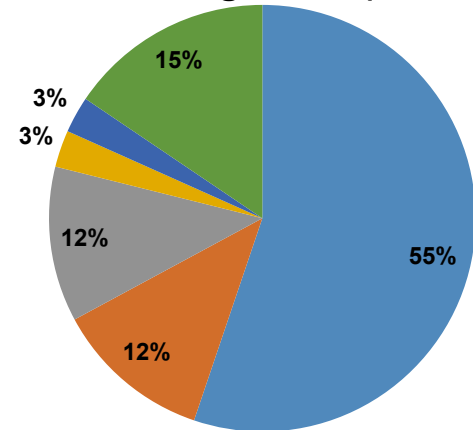
Effort	FY Expiration
Crane Maintenance: DDAG	FY 2025
Lenel Maintenance: DDCT	FY 2025
Trailer Maintenance: DDPW	FY 2025
Fire Department Equipment Maintenance: DDSP	FY 2025
Air Compressor Maintenance: DDWG	FY 2025
Lektriever ASRS Maintenance: DDSP	FY 2025
Maintenance UPS: DDWG	FY 2025
Small Equipment Maintenance: 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



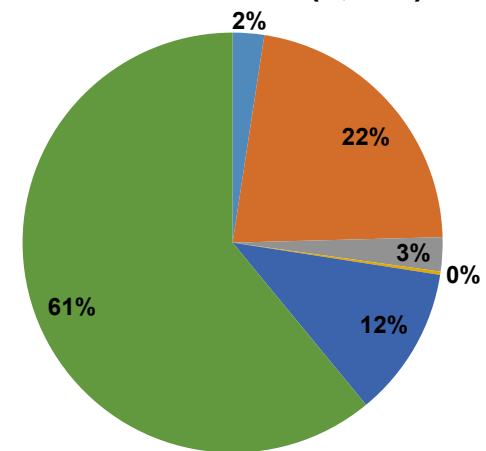
DLA Distribution Spend Profile - Supplies

- 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

