



DEFENSE LOGISTICS AGENCY STEPS TO DOING BUSINESS WITH DLA

As the nation's logistics combat support agency, the Defense Logistics Agency manages the global supply chain – from raw materials to end user to disposition – for the Army, Navy, Air Force, Marine Corps, Space Force, Coast Guard, 11 combatant commands, other federal agencies, and partner and allied nations. DLA also supplies 86 percent of the military's spare parts and nearly 100 percent of fuel and troop support consumables, manages the reutilization of military equipment, provides catalogs and other logistics information products and offers document automation and production services to a host of military and federal agencies. Read more about the agency's critical mission at www.dla.mil.

The DLA Office of Small Business Programs (OSBP) provides training, guidance, and strategies that maximize opportunities for small businesses so they can participate in DLA's acquisition program. OSBPs are located at each DLA procuring activity. They advise and assist contracting, program managers, and requirements personnel on matters affecting small firms. **Companies interested in doing business with DLA should:**

1. **Understand DLA** - Visit the DLA small business website at www.dla.mil/SmallBusiness and view the detailed guide, "Small Business Overview for Vendors," located on the home page.
2. **Contact your local APEX Accelerators** - APEX Accelerators assist businesses in pursuit of a federal government contract. Find your local APEX Accelerators at www.apexaccelerators.us/#.
3. **Register in System for Award Management (SAM)** - All vendors wanting to do business with the federal government must register in SAM. Create a user account and register at <https://SAM.gov>.
4. **Explore DLA Procurement Opportunities** - Search for DLA procurement opportunities on the Federal Contract Opportunities website, <https://SAM.gov>
5. **View DLA Training Opportunities** - DLA offers free vendor training. Explore the offerings on DLA's Small Business website at www.dla.mil/SmallBusiness/Resources/Training.



Explore DLA's Supplier Pathway Program's Getting Started page specific for DLA Distribution supply chain. It provides the steps on how to do business with the supply chain to include what type of certifications you will need and opportunity routes you can take to become a supplier. Visit: www.dla.mil/Small-Business/Getting-Started/#distribution

Conducting research beyond DLA can be useful to enable you to focus on the agencies that purchase what you offer. The following is a list of suggested websites to visit when researching:

- Existing contracts can be found at www.fpds.gov and www.usaspending.gov
- Federal Acquisition Regulations and Clauses - www.acquisition.gov/far/index.html
- Office of the Secretary of Defense, OSBP - <http://business.defense.gov>
- Small Business Administration - <http://www.sba.gov>

DLA Office of Small Business Programs – Contact Information:

Submit an **inquiry** for assistance within the DLA Small Business Programs Office Contact Inquiry option. Choose the buying organization in the "Which Buying Organization do you need assistance with?" field at www.dla.mil/Small-Business/Contact/.

WHERE TO FIND ADDITIONAL INFORMATION & RESOURCES

Additional information and resources can be found on the DLA Small Business website
www.dla.mil/smallbusiness

