



DLA
DEFENSE LOGISTICS AGENCY



The Nation's Combat Support Logistics Agency

JAPBI DLA Troop Support Clothing and Textiles Update

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Operations
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WARFIGHTER ALWAYS



COVID-19 Resilience

- Thank you to industry for their resilience and ability to adapt
 - Initial impacts saw many firms shut down for a week to months
 - Industry primarily back up and running since May and getting caught up on schedules
 - Steps taken by industry
 - Employee adherence to safety measures
 - Intensive cleaning
 - Reconfiguration of spacing requirements
 - HVAC upgrades
 - Plexiglas partitions
 - Multiple shifts



FY21 Projections

- FY21 contract obligations \$1.57B compared to \$1.62B in FY20
 - Continue to reduce inventory costs
- Top projected obligation areas:
 - Utility uniforms
 - Cold weather clothing
 - Individual equipment
- Delivery order length
 - DLA understands impacts of shorter orders and is working to build back to 3 month length
 - Some smaller dollar value programs to resume 3 month orders in Nov and Dec
 - Larger dollar value programs projected to resume in Mar and Apr



Market Research Primer

- Market Research is the act of engaging industry and reviewing government records to develop potential solutions for government requirements
 - Industry participation is crucial
- Methods of Market Research
 - Phone Calls or email exchanges with industry
 - Questionnaire sent to industry
 - Internet searches
 - Request for Information or Source Sought notice published on System for Award Management (SAM)
 - Draft solicitation seeking comments and/or pre-solicitation conference
 - Review of same/similar government acquisitions
- Results of Market Research
 - Finalization/adjustment of government requirements to match industry capabilities
 - Development of acquisition strategy
 - Number of contracts
 - Length of Contract and delivery timeframes
 - Set Aside or Unrestricted
 - Berry Amendment



Berry Amendment

- Governed by DFARS 252.225-7012 – Preference for Certain Domestic Commodities
 - Fiber forward, must be a domestic production using domestic materials
 - Exceptions
 - Below simplified acquisition threshold
 - To items listed in section 25.104(a) of the Federal Acquisition Regulation (FAR), Fiber forward, everything must be a domestic supply chain
 - Domestic Non Availability Determination (DNAD)
- Applies whether DLA is procuring clothing items for warfighter or another whole of government customer
- Firms must maintain documentation and should be vigilant their end
- Compliance monitored by contracting officer and Defense Contract Management Agency (DCMA) quality assurance representatives
- Domestic Non Availability Determinations
 - Item not available in sufficient quantity and/or quality at fair market prices
 - Market research driven
 - Approved at Director of DLA level
 - Recent dress clothing market research has been positive in identifying new potential new entrants to this segment of the industrial base



Closing Thoughts

- Presidential elections – DoD and DLA workforce are apolitical in regards to their job duties
 - Each administration has their objectives and priorities
 - DoD/DLA workforce always strives for and takes pride in meeting the objectives and priorities
 - We value the trust of the American people to perform our jobs to meet and exceed the needs to the Warfighter
- Thank you for your support to the Warfighter and your time today
- Questions and Answers

