



# DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



**Defense Logistics Agency  
Overview**

**Michigan Defense Expo**

**Mr. Vito Zuccaro**  
**20 May 2020**







# DLA: Warfighter First – Global Support





# Mission, Vision and Lines of Effort

## MISSION:

Sustain Warfighter readiness and lethality by delivering proactive global logistics in peace and war.

## VISION:

The Nation's Combat Logistics Support Agency... global, agile and innovative; focused on the Warfighter First.

## WHY:

To serve the Warfighter and our Nation!



**PEOPLE AND CULTURE ARE AT THE HEART OF EVERYTHING WE DO**



# QUICK FACTS ABOUT DLA

## NINE SUPPLY CHAINS

**DLA PERSONNEL**  
**ABOUT 26,000**

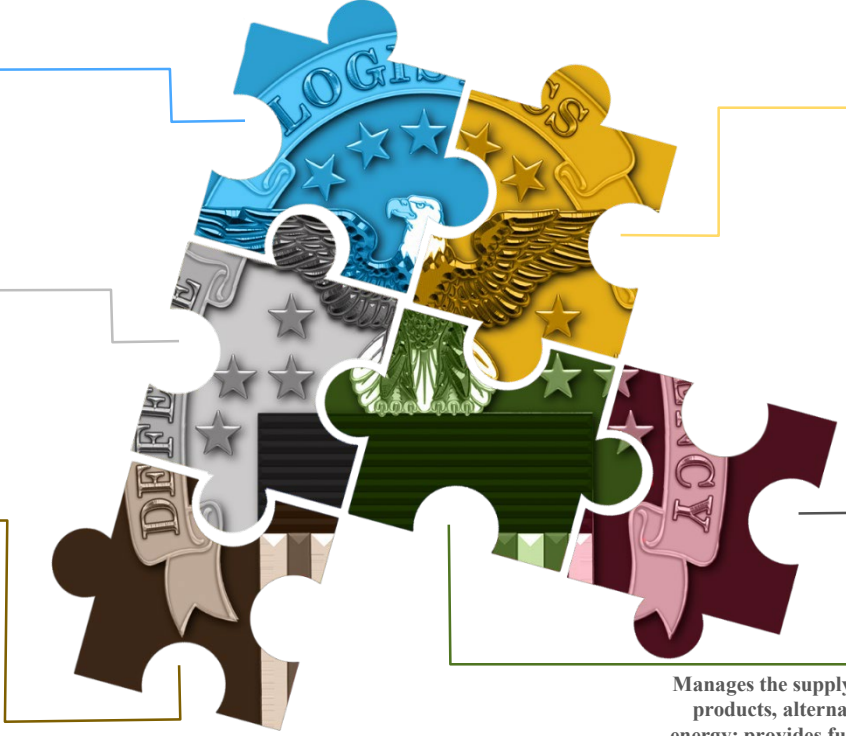
- SUBSISTENCE
- CLOTHING AND TEXTILES
- CONSTRUCTION AND EQUIPMENT
- MEDICAL
- INDUSTRIAL HARDWARE
- AVIATION SYSTEMS
- LAND SYSTEMS
- MARITIME SYSTEMS
- FUEL/ENERGY

## SIX MAJOR SUBORDINATE COMMANDS

**DLA TROOP SUPPORT**  
 Manages the supply chains for food, textiles, construction material, industrial hardware and medical supplies and equipment, including pharmaceuticals.

**DLA DISPOSITION SERVICES**  
 Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.

**DLA DISTRIBUTION**  
 Provides storage and distribution solutions/management, transportation planning/management, logistics planning and contingency operations; operates a global network of distribution centers.



**DLA AVIATION**  
 Manages the supply chain for aviation weapons systems repair parts, flight safety equipment, maps, environmental products and industrial plant equipment.

**DLA LAND & MARITIME**  
 Manages the supply chain for ground-based and maritime weapons systems repair parts, small arms parts and fluid-handling systems.

**DLA ENERGY**  
 Manages the supply chain for petroleum and lubrication products, alternative fuel/renewable energy, aerospace energy; provides fuel quality/technical support, fuel card programs and installation energyservices.



# End-to-End Global Supply Chain Management



- **\$39.0B** in Revenue
- Over **\$14.6B** in Small Business
- **\$8.0B** in support to Whole of Government
- **\$1.2B** in Foreign Military Sales
- ~**100%** Military Services' Consumables
- Over **12K** Suppliers
- **9K** Awards per day
- Manage over **6M** line items
- **\$150B** Active Contracts Managed
- **27K** Workforce, **2K** Forward Positioned
- Executive Agent for Bulk Fuel, Medical Materiel, Subsistence, Construction & Barrier Materiel

## SIX MAJOR BUSINESS UNITS

TROOP SUPPORT	LAND AND MARITIME	AVIATION	ENERGY	DISTRIBUTION	DISPOSITION SERVICES
PHILADELPHIA, PA	COLUMBUS, OH	RICHMOND, VA	FORT BELVOIR, VA	NEW CUMBERLAND, PA	BATTLE CREEK, MI
					
Global Supply Chains: Subsistence, Clothing & Textiles, Construction & Equipment, Medical, and Industrial Hardware	Repair parts for ground-based and maritime systems	Repair parts for aviation systems, nuclear systems, maps and Industrial Plant Equipment	Global fuel and comprehensive energy solutions	Global storage and distribution solutions	Global solutions for disposal of excess property
<ul style="list-style-type: none"> <li>• <b>\$17.7B Revenue</b></li> <li>• 51K+ Customers</li> <li>• 3 Locations</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$3.7B Revenue</b></li> <li>• 13K+ Customers</li> <li>• 2K weapon systems</li> <li>• 8 Locations</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$4.9B Revenue</b></li> <li>• 13K+ Customers</li> <li>• 2K weapon systems</li> <li>• 19 Locations</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$10.6B Revenue</b></li> <li>• 4K+ Customers</li> <li>• 602 Fuel Locations</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$962M in Revenue</b></li> <li>• 243K+ Customers</li> <li>• \$105B in Inventory</li> <li>• 43 Locations</li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$338M Revenue</b></li> <li>• 31K+ Customers</li> <li>• Reutilization: \$2.5B</li> <li>• 89 Locations</li> </ul>
BUY			DISTRIBUTE		DISPOSE



# DLA Troop Support - Philadelphia, PA



**Provides food, uniforms, protective equipment, construction items, medicines and medical supplies and repair parts to warfighters and customers around the world.**

## SUBSISTENCE: CLASS I

- Food service
- Produce and market ready
- Operational rations
- Food prep/field feeding equipment



## CLOTHING & TEXTILES: CLASS II

- Field and dress clothing
- Recruit clothing
- Body armor
- Organizational clothing and individual equipment
- Equipment and tentage



## CONSTRUCTION & EQUIPMENT: CLASS IV & VII

- Facilities maintenance
- Equipment
- Wood products
- Safety and rescue equipment



## MEDICAL: CLASS VIII

- Pharmaceutical
- Medical/surgical
- Readiness
- Equipment



## INDUSTRIAL HARDWARE: CLASS IX

- Consumable repair parts
- Fastening devices
- Miscellaneous hardware







# DLA Aviation - Richmond, VA

## Provides global airpower supply solutions

### AVIATION: CLASS IX

- Turbine engine components
- Air frame structural parts
- Flight safety equipment
- Electrical components
- Aviation lighting
- Bearings
- Commodities
- Cables

### Initiatives

- Retail industrial support
- Operational customer support
- Depot Level Repairable procurement
- Improve Nuclear Enterprise support
- Increase material availability and throughput
- Deliver effective and affordable solutions
- Improve strategic contracting performance
- Leverage diversity
- Fortify workforce resiliency
- Develop leader and workforce competencies
- Achieve process excellence

### ADDITIONAL DLA AVIATION SERVICES

- Maps
- Environmental products
- Packaged petroleum
- Industrial gases
- Industrial plant equipment





# DLA Land and Maritime - Columbus, OH



**Provides global land and maritime supply chains**

## LAND: CLASS IX

- Wheeled, tracked and heavy vehicle parts
- Vehicle maintenance kits
- Power transmission, engine and suspension components
- Tires
- Batteries
- Small arms parts

## MARITIME: CLASS IX

- Valves
- Fluid handling
- Electrical/electronics
- Motors
- Packing/gaskets







# DLA Energy - Fort Belvoir, VA



## Comprehensive energy solutions for the DoD and select government agencies

### PETROLEUM, OIL & LUBES: CLASS III

- DoD Executive Agent for all bulk petroleum



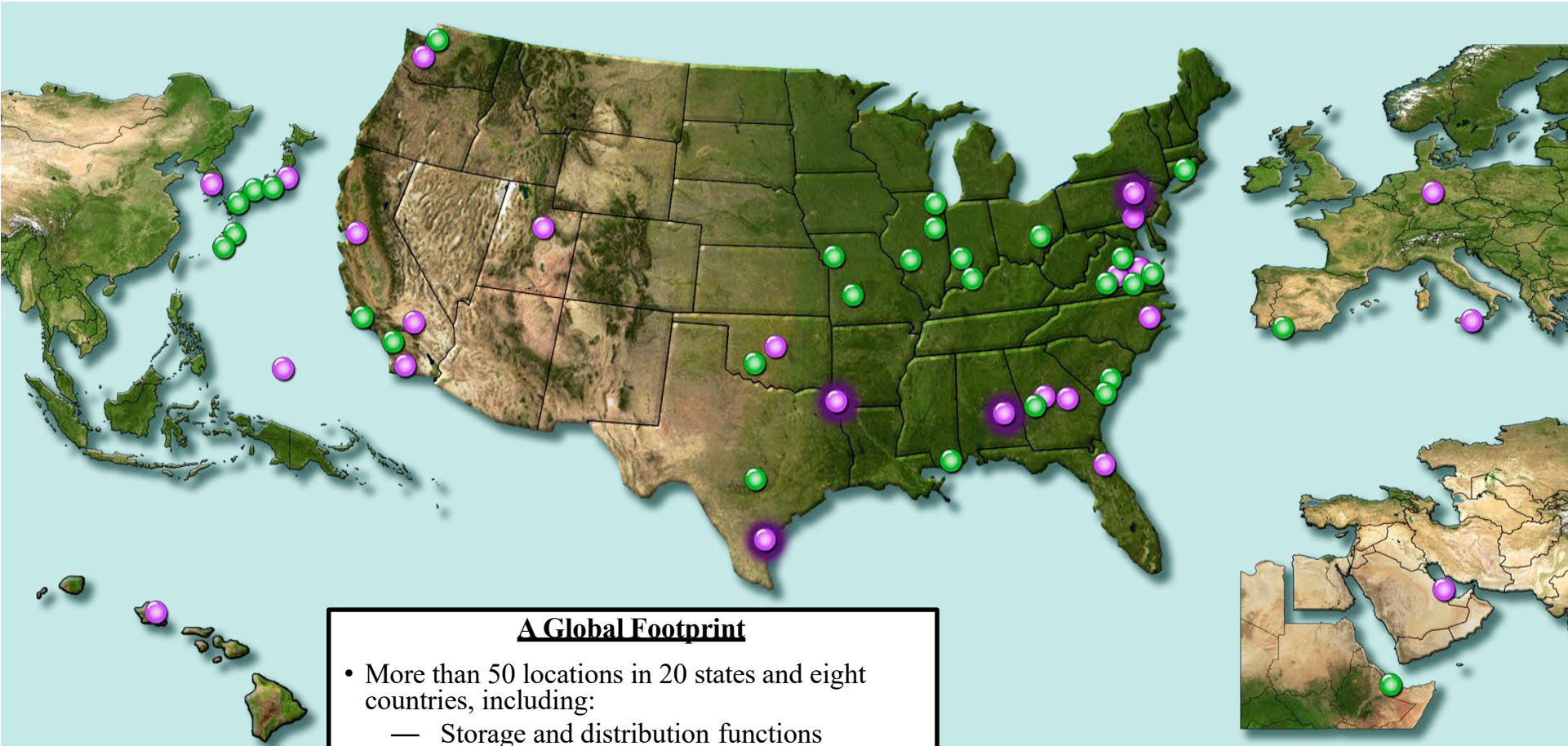
### ENERGY SERVICES & COMMODITIES

- Utility services
- Installation energy
- Aerospace energy





# DLA Distribution - New Cumberland, PA



- A Global Footprint**
- More than 50 locations in 20 states and eight countries, including:
    - Storage and distribution functions
    - Consolidation and containerization points
    - Theater consolidation and shipping points
    - Materiel processing centers
    - Recruit training centers
    - Meals ready to eat storage sites

- Distribution centers
- Distribution sites (specialized services /capabilities for local customers)





# DLA Disposition Services - Battle Creek, MI



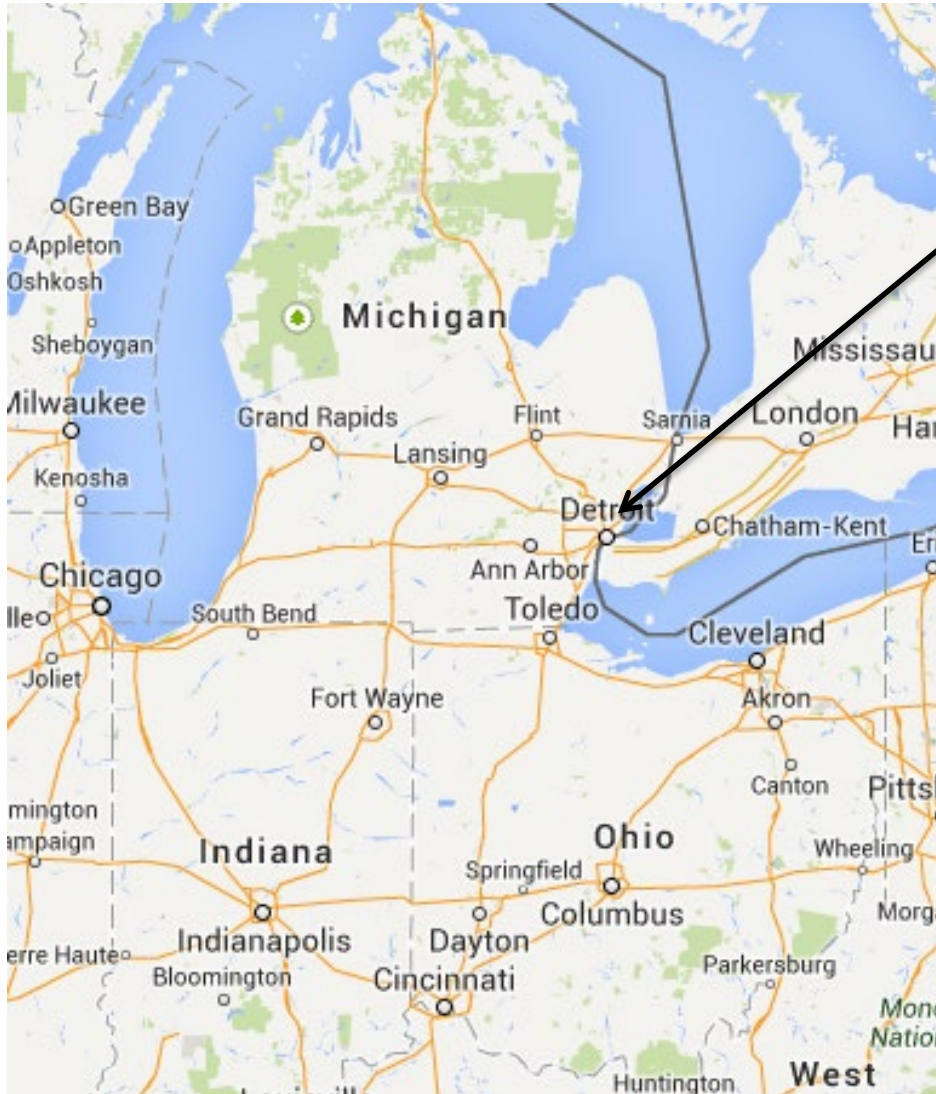
## Provides worldwide reserve logistics solutions

- Reutilization (military services and DoD)
- Special programs
- Transfer (to federal agencies)
- Donation (to state and local agencies)
- Sales of excess DoD property
- Contingency operation support
- Demilitarization
- Hazardous waste disposal
- Law Enforcement Support Office

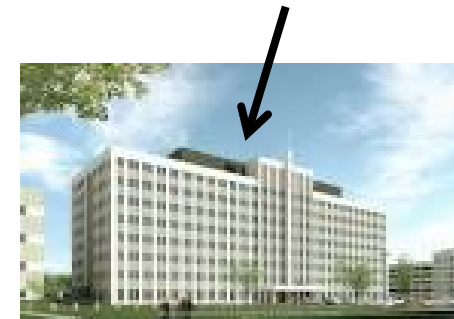




# Our Organization – Location Detroit Arsenal, Warren, Michigan



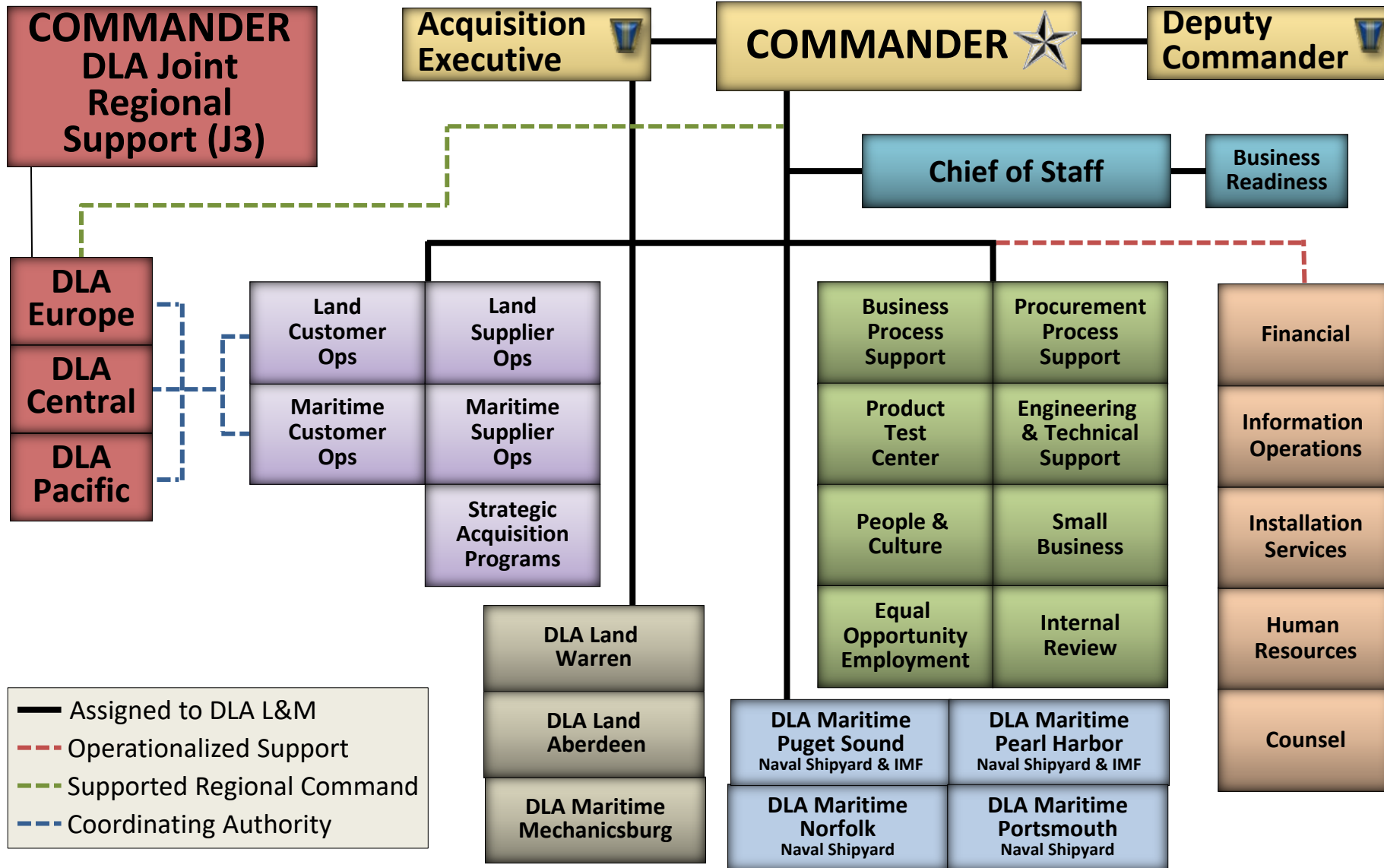
Co-located with  
Integrated Logistics  
Support Center  
(ILSC) at TACOM







# DLA Land and Maritime Organization Chart





# Functions



## BRAC 2005 – DLR Impact

### Enterprise Business Process Architecture Five Basic “Business Processes”

#### 1. Order Fulfillment

- Manage customer orders
- Track orders to delivery

Services  
Retained  
Mission

#### 2. Planning

- Forecast requirements
- Plan procurements (when and how many)

#### 3. Technical and Quality

- Manage product technical data
- Assure conforming material
- Manage customer quality complaints

#### 4. Financial

- Planning, Programming, Budgeting, and Execution System (PPBES)
- Pay bills
- Accounting ledger
- Auditability and compliance

#### 5. Procurement

- Execute buys/contracts
- Assure delivery
- Make long term contracts

Transferred  
DLR Mission

### Depot Level Repairable Procurement

Realign DLR Procurement management and related support to DLA







# DLA Warren Business Profile



## Top 10 Contractors (Who We Buy From)

<u>Contractor Name</u>	<u>FY 19 (\$M)</u>
HUTCHINSON INDUSTRIES INC.	\$112.9
GENERAL DYNAMICS LAND SYSTEM INC.	\$99.5
AM GENERAL	\$68.8
HONEYWELL INTERNATIONAL INC.	\$50.9
BAE INDUSTRIES INC.	\$47.9
OSHKOSH DEFENSE	\$43.9
ALLISON TRANSMISSION	\$43.6
CANADIAN COMMERCIAL CORPORATION	\$39.6
MEGGITT DEFENSE SYSTEMS INC.	\$22.6
LEONARDO DRS	\$17.8

## Top 10 Product Categories (What We Buy)

<u>Item</u>	<u>FY19 (\$M)</u>
WHEEL AND TIRE ASSEMBLIES	\$105.4
PARTS KITS (HYDRAULIC, VALVE, PRESSURE)	\$49.1
VARIOUS GENERATORS	\$40.4
ENGINE, DIESEL	\$39.2
TRACK AND TRACK COMPONENTS	\$36.3
INERTIAL NAVIGATION	\$34.6
DISTRIBUTION BOXES	\$34.2
VARIOUS CIRCUIT CARD ASSEMBLIES	\$31.6
VARIOUS PUMP ASSEMBLIES	\$26.1
VEHICLE TRANSMISSIONS	\$24.1

## Annual Spend

<b>FY15</b>	<b>\$272M</b>
<b>FY16</b>	<b>\$483M</b>
<b>FY17</b>	<b>\$900M</b>
<b>FY18</b>	<b>\$1.1B</b>
<b>FY19</b>	<b>\$1.1B</b>

**BAE SYSTEMS**



**GENERAL DYNAMICS**  
Land Systems

**Honeywell**





# DLA Warren Award Dollars



	<u>FY2014</u>	<u>FY2015</u>	<u>FY2016</u>	<u>FY2017</u>	<u>FY2018</u>	<u>FY2019</u>
Total Contract Award Dollars	\$216M	\$272M	\$483M	\$900M	\$1.1B	\$1.1B
Total Small Business Dollars	\$46M	\$68M	\$96M	\$141M	\$200M	\$260M
Total Actions	687	1,129	1,395	2,067	1,918	1,443
Small Business Actions	373	649	822	1,143	1,200	750





# Doing Business with DLA - Recommendations



## **Understand DLA:**

- Visit the small business website at [www.dla.mil/SmallBusiness](http://www.dla.mil/SmallBusiness) and review resources including the detailed "Small Business Overview for Vendors" guide

## **Obtain a DUNS #:**

- Nine-digit # that uniquely identifies your business
- Establish via [www.dandb.com/free-duns-number](http://www.dandb.com/free-duns-number) or call (800)700-7233

## **Register in the 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 [www.SAM.gov](http://www.SAM.gov).



# Doing Business with DLA - Recommendations



## Visit your local Procurement Technical Assistance Center (PTAC):

- PTACs assist businesses in pursuit of a federal government contract
- Find your local PTAC at [www.dla.mil/SmallBusiness](http://www.dla.mil/SmallBusiness)
- Additional information regarding PTACs referenced on upcoming slides

## Explore DLA Opportunities:

- Search for DLA procurement opportunities on the Contract Opportunities website [www.Beta.SAM.gov](http://www.Beta.SAM.gov) and the DLA Internet Bid Board System (DIBBS) at [www.DIBBS.bsm.dla.mil](http://www.DIBBS.bsm.dla.mil)





# Doing Business with DLA - Research Resources



- **Existing Contracts:** [www.fpds.gov](http://www.fpds.gov) and [www.usaspending.gov](http://www.usaspending.gov)
- **Federal Acquisition Regulations and Clauses:**  
[www.ecfr.gov](http://www.ecfr.gov) (Title 48)
- **Office of the Secretary of Defense, OSBP:**  
<http://business.defense.gov>
- **DoD Small Business Offices:** <http://business.defense.gov/Small-Business/DoD-Small-Business-Offices>
- **Small Business Administration:** <http://www.sba.gov>



# Doing Business with DLA - Office of Small Business Programs



## **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
- Local OSBPs are assistants to their Commanders in developing and implementing strategies that broaden business opportunities for Small Business





# Doing Business with DLA - OSBP Contact Information



## **DLA Headquarters, Fort Belvoir, Virginia:**

(571) 767-0192

## **DLA Aviation, Richmond, Virginia:**

(800) 227-3603

Email: [DLAAVNSMALLBUS@dla.mil](mailto:DLAAVNSMALLBUS@dla.mil)

## **DLA Contracting Services, Philadelphia, Pennsylvania:**

(215) 737-8514

Email: [DCSO.SmallBusiness@dla.mil](mailto:DCSO.SmallBusiness@dla.mil)



# Doing Business with DLA - OSBP Contact Information



## **DLA Disposition Services, Battle Creek, Michigan:**

(269) 961-4071

Email: [DLA.DispositionSvcs.OSBP@dla.mil](mailto:DLA.DispositionSvcs.OSBP@dla.mil)

## **DLA Distribution, New Cumberland, Pennsylvania:**

(717) 770-7246

Email: [DLA.Distribution.OSBP@dla.mil](mailto:DLA.Distribution.OSBP@dla.mil)

## **DLA Energy, Fort Belvoir, Virginia:**

(571) 767-9732

Email: [DLA.Energy.OSBP@dla.mil](mailto:DLA.Energy.OSBP@dla.mil)



# Doing Business with DLA - OSBP Contact Information



## **DLA Land and Maritime, Columbus, Ohio:**

(800) 262-3272

Email: [SMBIZLandCOLS@dla.mil](mailto:SMBIZLandCOLS@dla.mil)

## **DLA Strategic Materials, Fort Belvoir, Virginia:**

(571) 767-6500

Email: [DLAStrategicMaterials@dla.mil](mailto:DLAStrategicMaterials@dla.mil)

## **DLA Troop Support, Philadelphia, Pennsylvania:**

(800) 831-1110

Email: [DLATroopSupportsbo@dla.mil](mailto:DLATroopSupportsbo@dla.mil)





# Procurement Technical Assistance Program (PTAP)



## House Armed Services Committee—

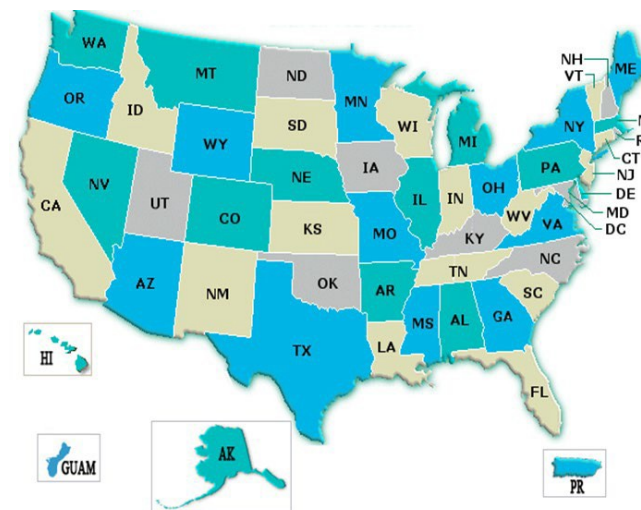
*“The committee recognizes the importance of PTAP, a nationwide network of community-based procurement professionals that provides critical assistance to small businesses seeking to participate in Department of Defense and other federal agency procurement contracts. The PTAP helps generate new procurement suppliers for the Department, resulting in a stronger industrial base, greater competition, and higher-quality goods at lower cost for the taxpayer.”*



# PTAP/PTAC National Coverage



- There is a PTAC in most states, Washington, D.C., Puerto Rico and Guam



- Specialized PTACs provide assistance to tribal, Native and Indian-owned businesses