Defense Logistics Agency
Overview
Michigan Defense Expo
Mr. Vito Zuccaro
20 May 2020
DLA: Warfighter First – Global Support
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
Manages the supply chains for food, textiles, construction material, industrial hardware and medical supplies and equipment, including pharmaceuticals.

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

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

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

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

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 energy services.
## End-to-End Global Supply Chain Management

### SIX MAJOR BUSINESS UNITS

<table>
<thead>
<tr>
<th>Business Unit</th>
<th>Location</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TROOP SUPPORT</strong></td>
<td>Philadelphia, PA</td>
<td>Global Supply Chains; Subsistence, Clothing &amp; Textiles, Construction &amp; Equipment, Medical, and Industrial Hardware</td>
</tr>
<tr>
<td><strong>LAND AND MARITIME</strong></td>
<td>Columbus, OH</td>
<td>Repair parts for ground-based and maritime systems</td>
</tr>
<tr>
<td><strong>AVIATION</strong></td>
<td>Richmond, VA</td>
<td>Repair parts for aviation systems, nuclear systems, maps and Industrial Plant Equipment</td>
</tr>
<tr>
<td><strong>ENERGY</strong></td>
<td>Fort Belvoir, VA</td>
<td>Global fuel and comprehensive energy solutions</td>
</tr>
<tr>
<td><strong>DISTRIBUTION</strong></td>
<td>New Cumberland, PA</td>
<td>Global storage and distribution solutions</td>
</tr>
<tr>
<td><strong>DISPOSITION SERVICES</strong></td>
<td>Battle Creek, MI</td>
<td>Global solutions for disposal of excess property</td>
</tr>
</tbody>
</table>

### Key Statistics

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

### Regional Information

<table>
<thead>
<tr>
<th>Region</th>
<th>Revenue</th>
<th>Customers</th>
<th>Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Troop Support</td>
<td>$17.7B</td>
<td>51K+</td>
<td>3</td>
</tr>
<tr>
<td>Land and Maritime</td>
<td>$3.7B</td>
<td>13K+</td>
<td>2</td>
</tr>
<tr>
<td>Aviation</td>
<td>$4.9B</td>
<td>13K+</td>
<td>2</td>
</tr>
<tr>
<td>Energy</td>
<td>$10.6B</td>
<td>4K+</td>
<td>0</td>
</tr>
<tr>
<td>Distribution</td>
<td>$962M</td>
<td>602</td>
<td>43</td>
</tr>
<tr>
<td>Disposition Services</td>
<td>$338M</td>
<td>31K+</td>
<td>89</td>
</tr>
</tbody>
</table>

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**WARFIGHTER FIRST**

5
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

**ADDITIONAL DLA AVIATION SERVICES**

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

**Initiatives**

- Retail industrial support
- Operational customer support
- Depot Level Reparable 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
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
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
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
### Enterprise Business Process Architecture Five Basic “Business Processes”

<table>
<thead>
<tr>
<th>Business Process</th>
<th>Services/Retained</th>
<th>Mission</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Order Fulfillment</strong></td>
<td>• Manage customer orders • Track orders to delivery</td>
<td></td>
</tr>
<tr>
<td><strong>2. Planning</strong></td>
<td>• Forecast requirements • Plan procurements (when and how many)</td>
<td></td>
</tr>
<tr>
<td><strong>3. Technical and Quality</strong></td>
<td>• Manage product technical data • Assure conforming material • Manage customer quality complaints</td>
<td></td>
</tr>
<tr>
<td><strong>4. Financial</strong></td>
<td>• Planning, Programming, Budgeting, and Execution System (PPBES) • Pay bills • Accounting ledger • Auditability and compliance</td>
<td></td>
</tr>
<tr>
<td><strong>5. Procurement</strong></td>
<td>• Execute buys/contracts • Assure delivery • Make long term contracts</td>
<td></td>
</tr>
</tbody>
</table>

### Depot Level Repairable Procurement

Realign DLR Procurement management and related support to DLA
## Top 10 Contractors (Who We Buy From)

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

## Top 10 Product Categories (What We Buy)

<table>
<thead>
<tr>
<th>Item</th>
<th>FY 19 ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>WHEEL AND TIRE ASSEMBLIES</td>
<td>$105.4</td>
</tr>
<tr>
<td>PARTS KITS (HYDRAULIC, VALVE, PRESSURE)</td>
<td>$49.1</td>
</tr>
<tr>
<td>VARIOUS GENERATORS</td>
<td>$40.4</td>
</tr>
<tr>
<td>ENGINE, DIESEL</td>
<td>$39.2</td>
</tr>
<tr>
<td>TRACK AND TRACK COMPONENTS</td>
<td>$36.3</td>
</tr>
<tr>
<td>INERTIAL NAVIGATION</td>
<td>$34.6</td>
</tr>
<tr>
<td>DISTRIBUTION BOXES</td>
<td>$34.2</td>
</tr>
<tr>
<td>VARIOUS CIRCUIT CARD ASSEMBLIES</td>
<td>$31.6</td>
</tr>
<tr>
<td>VARIOUS PUMP ASSEMBLIES</td>
<td>$26.1</td>
</tr>
<tr>
<td>VEHICLE TRANSMISSIONS</td>
<td>$24.1</td>
</tr>
</tbody>
</table>

## Annual Spend

<table>
<thead>
<tr>
<th>FY</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>15</td>
<td>$272M</td>
</tr>
<tr>
<td>16</td>
<td>$483M</td>
</tr>
<tr>
<td>17</td>
<td>$900M</td>
</tr>
<tr>
<td>18</td>
<td>$1.1B</td>
</tr>
<tr>
<td>19</td>
<td>$1.1B</td>
</tr>
</tbody>
</table>
## DLA Warren Award Dollars

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Contract Award Dollars</td>
<td>$216M</td>
<td>$272M</td>
<td>$483M</td>
<td>$900M</td>
<td>$1.1B</td>
<td>$1.1B</td>
</tr>
<tr>
<td>Total Small Business Dollars</td>
<td>$46M</td>
<td>$68M</td>
<td>$96M</td>
<td>$141M</td>
<td>$200M</td>
<td>$260M</td>
</tr>
<tr>
<td>Total Actions</td>
<td>687</td>
<td>1,129</td>
<td>1,395</td>
<td>2,067</td>
<td>1,918</td>
<td>1,443</td>
</tr>
<tr>
<td>Small Business Actions</td>
<td>373</td>
<td>649</td>
<td>822</td>
<td>1,143</td>
<td>1,200</td>
<td>750</td>
</tr>
</tbody>
</table>
Understand DLA:

- Visit the small business website at 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 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.
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:**


• **Small Business Administration:** [http://www.sba.gov](http://www.sba.gov)
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@dlamil

DLA Contracting Services, Philadelphia, Pennsylvania:
(215) 737-8514
Email: DCSO.SmallBusiness@dlamil
Doing Business with DLA - OSBP Contact Information

DLA Disposition Services, Battle Creek, Michigan:
(269) 961-4071
Email: DLA.DispositionSvcs.OSBP@dla.mil

DLA Distribution, New Cumberland, Pennsylvania:
(717) 770-7246
Email: DLA.Distribution.OSBP@dla.mil

DLA Energy, Fort Belvoir, Virginia:
(571) 767-9732
Email: DLA.Energy.OSBP@dla.mil
DLA Land and Maritime, Columbus, Ohio:
(800) 262-3272
Email: SMBIZLandCOLS@dla.mil

DLA Strategic Materials, Fort Belvoir, Virginia:
(571) 767-6500
Email: DLAStrategicMaterials@dla.mil

DLA Troop Support, Philadelphia, Pennsylvania:
(800) 831-1110
Email: DLATroopSupportsbo@dla.mil
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.”
• 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