

GovWin
from Deltek

Federal Agency Profiles

Defense Logistics Agency – *Account Planner*

November 9, 2021



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01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Economic Forecasts
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

DLA Organization - Summary

» Headquarters:

8725 John J Kingman Road,
Fort Belvoir, VA 222060

Leadership:

» Director:

VADM., Michelle C. Skubic

» Chief Information Officer:

George Duchak

» Director, DLA Acquisitions:

Mr. Mathew Beebe



Total Employees (2021) 24,326

Percentage data based on prior year comparisons.

Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Defense Logistics Agency Organization Chart](#)

Source: DLA, President's Budget Request FY 2022, OPM, OMB, FPDS

DLA Mission

» **Mission Statement:**

Deliver readiness and lethality to the Warfighter Always and support our nation through quality, proactive global logistics

» **Vision Statement:**

As the Nation's Combat Logistics Support Agency and valued partner, we are innovative, adaptable, agile, and accountable – focused on the Warfighter Always

Source: DLA, FY 2021-2026 Strategic Plan

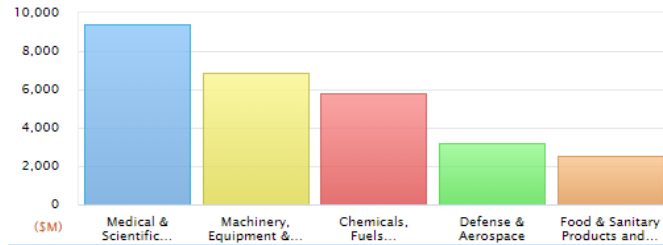
DLA Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

DLA does not publish a total, discretionary budget authority.

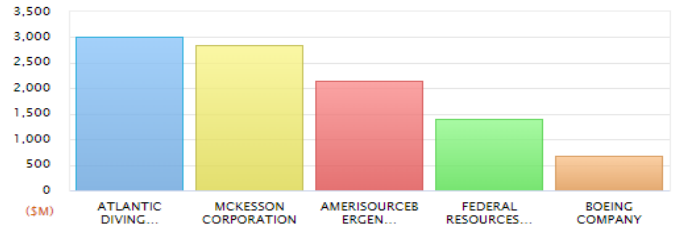
Top Segment Spending

Top Segment Spending (2020) (Top 5 only)

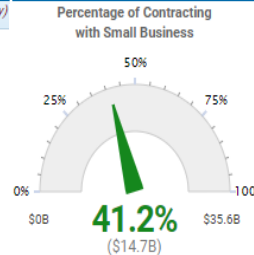


Top Contractors

Top Contractors (2020) (Top 5 only)



FY 2020 Small Business Spending



Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	\$1.1B	3.1%	3.0%
Certified HUBZone Small Business	\$775M	2.2%	3.0%
Women Owned	\$1.5B	4.2%	5.0%
Small Disadvantaged Business	\$2.1B	5.8%	5.0%

Source: FPDS
 - Indicates goal achieved

Source: DLA, President's Budget Request FY 2022, OPM, OMB, FPDS

DLA Strategic Plan

Strategic Goals	Strategic Objectives
Warfighter First	<ul style="list-style-type: none">• Improve end-to-end readiness and cost-effectiveness in support of Combatant Commander Campaign Plans and Integrated Contingency Plans in competitive and contested logistics environments• Partner with customers at the wholesale and retail levels to address Service-specific challenges and develop solutions• Proactively support the DoD Nuclear Enterprise and Space Enterprise
Support the Nation	<ul style="list-style-type: none">• Implement a deliberate, enterprise-wide approach to Whole of Government support

Source: DLA, FY 2021-2026 Strategic Plan

DLA Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
Trusted Mission Partner	<ul style="list-style-type: none">• Implement customer-centric performance metrics and predictive problem-solving culture• Provide greater financial transparency to customers• Provide next generation customer service, including a customer feedback mechanism
Modernize Acquisition and Supply Chain Management	<ul style="list-style-type: none">• Expand industry engagement to foster innovation and maximize value for our customers• Improve the end-to-end post-award segment to enable collaborative customer support, increase responsiveness, and manage costs• Develop a market intelligence capability to manage supply chain risk and drive best value• Enhance our acquisition capabilities to improve readiness for contingencies

Source: DLA, FY 2021-2026 Strategic Plan

DLA Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
Future of Work	<ul style="list-style-type: none">• Redefine virtual work models to enable our next generation workforce• Assess DLA CONUS facilities footprint to maximize space utilization• Build skillsets of the future

Source: DLA, FY 2021-2026 Strategic Plan

DLA Organization Metrics

- » DLA provides more than \$40 billion in goods and services annually.
- » Employs about 26,000 civilians and military.
- » Supports more than 2,400 weapon systems.
- » Manages multiple supply chains that contract for material and services across the military classes of supply, to include: subsistence (food/water), clothing and textiles, bulk petroleum and other energy products, construction material and equipment, personal demand items, medical material and equipment, and repair parts for land, sea and air systems.
- » Administers the storage and disposal of strategic and critical materials to support national defense.
- » Operates in most states and 28 countries.
- » Operates a global network of distribution centers. DLA's warehousing strategy is driven by the commitment to better serve warfighters, co-locating with the armed forces while placing supplies where they are most needed. By positioning material closer to its customers, DLA is able to decrease wait time, reduce cost and improve military readiness.
- » Leads DoD's efforts to supply the military services with alternative fuel and renewable energy solutions.
- » Supports disaster response and humanitarian relief efforts at home and abroad.
- » Supports other federal agencies, state and local governments with items such as uniforms, food and fuel. Customers include the Federal Emergency Management Agency, Health and Human Services, U.S. Forest Service, and the Department of Agriculture School Lunch Program.

03

Agency Employee Summary

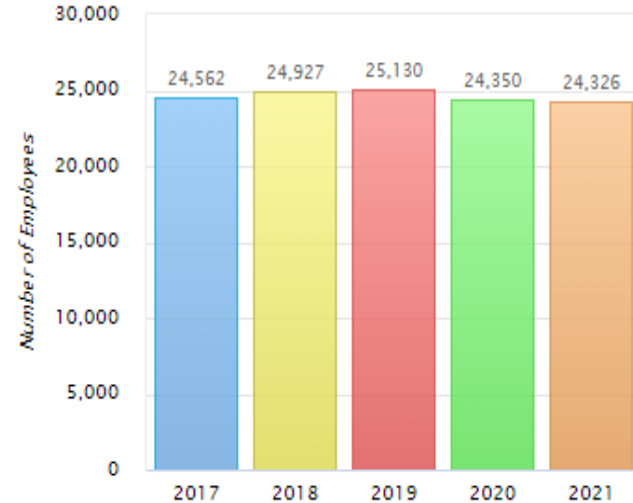
DLA Employee Summary

Employee Statistics

	Agency	Federal
Employees (2021)	24,326	2,171,790
Employment Growth (2020 vs. 2021)	↓ -0.1 %	0.6 %
Retirement Rate (2019)	1.9 %	1.6 %
Turnover Rate (2019)	4.6 %	5.4 %
Largest Age Group (2021)	50-59 (8,181)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (9,350)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

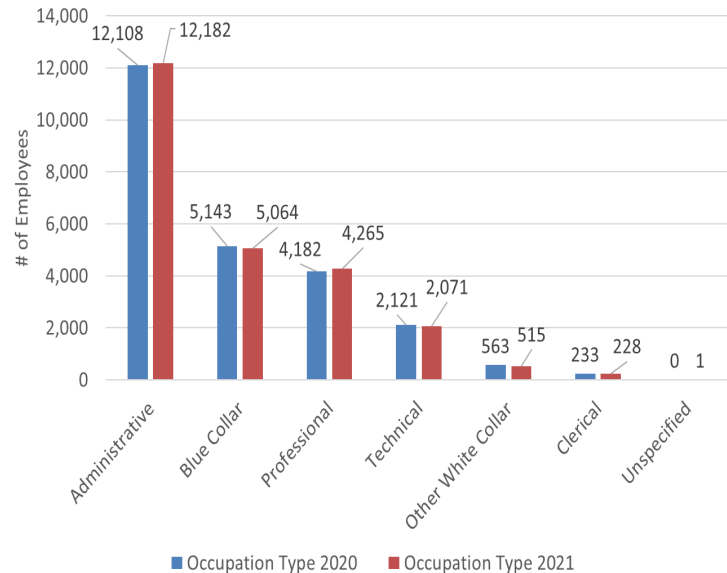
Annual Employment Trend



Source: OPM FedScope, Deltek

DLA Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)



Employees by Age



Source: OPM FedScope, Deltek

04

Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

President submits
budget to
Congress



April 15*

Congress begins
works to complete
action on budget
resolutions



June 30*

House Completes
action on regular
appropriation bills
and any required
reconciliation
legislation.



July 15*

President submits
mid-session
review of his
budget to
Congress



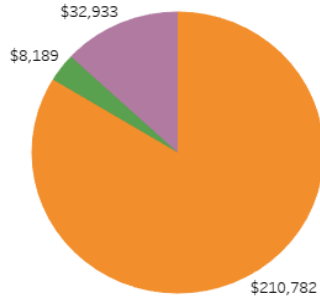
Oct 1st

Government
Fiscal Year Begins

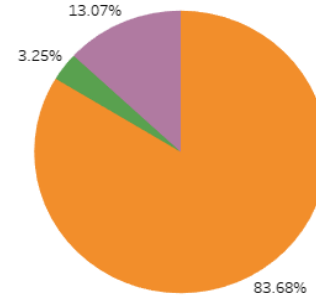
Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

DLA Research, Development, Test & Evaluation Budget Request, FY 2022

DLA RDT&E Total Budget Request FY 2022



% of DLA RDT&E Total Budget Request FY 2022



Budget Activity Title

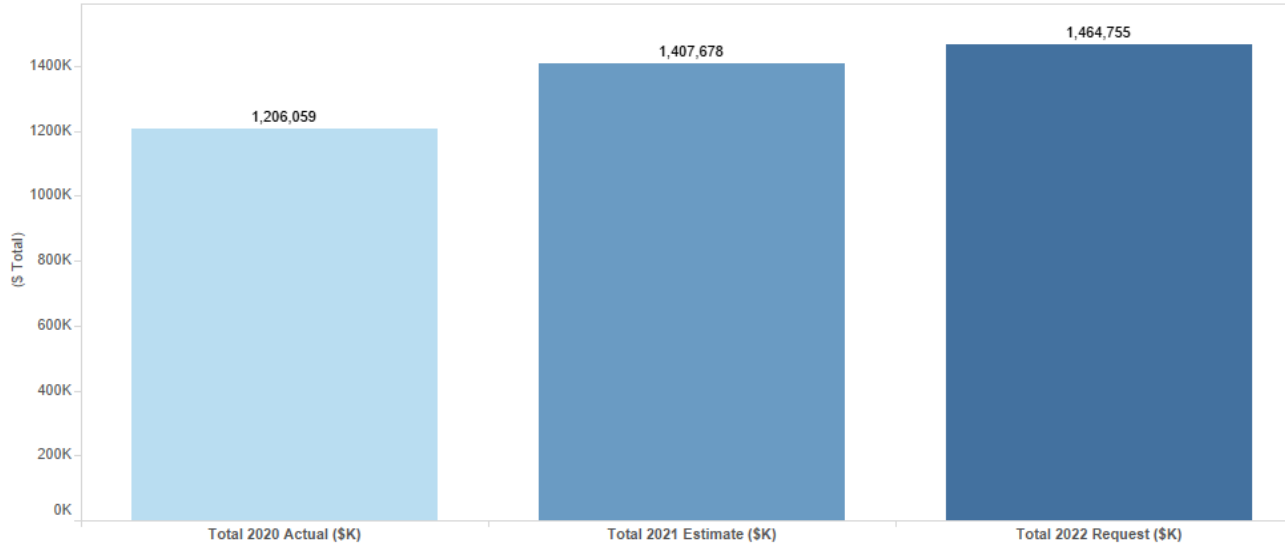
- Advanced Technology Development
- Operational Systems Development
- System Development & Demonstration

Source: GovWin IQ, DOD Budget FY 2022, RDT&E Budget Supplement

05

Account Capital Plans and Initiatives – Information Technology

DLA IT Budget

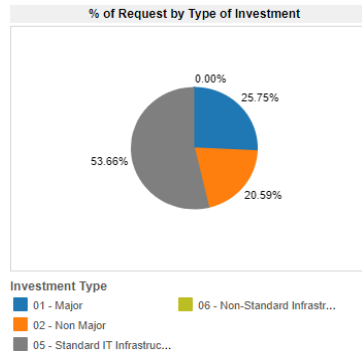
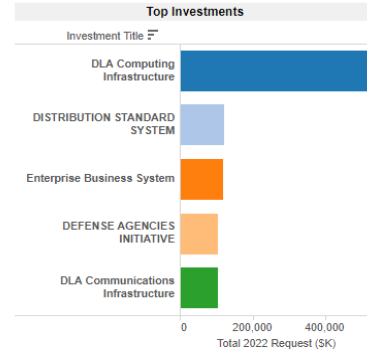
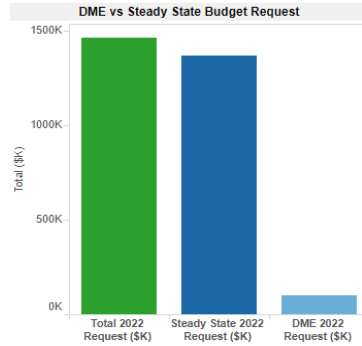


Component	Total 2020 Actual (\$K)	Total 2021 Estimate (\$K)	Total 2022 Request (\$K)
DEFENSE LOGISTICS AGENCY	1,206,059	1,407,678	1,464,755
Grand Total	1,206,059	1,407,678	1,464,755

Source: Budget of the U.S. Government, FY 2022 (Exhibit 53), GovWin IQ

DLA IT Budget Request Summary

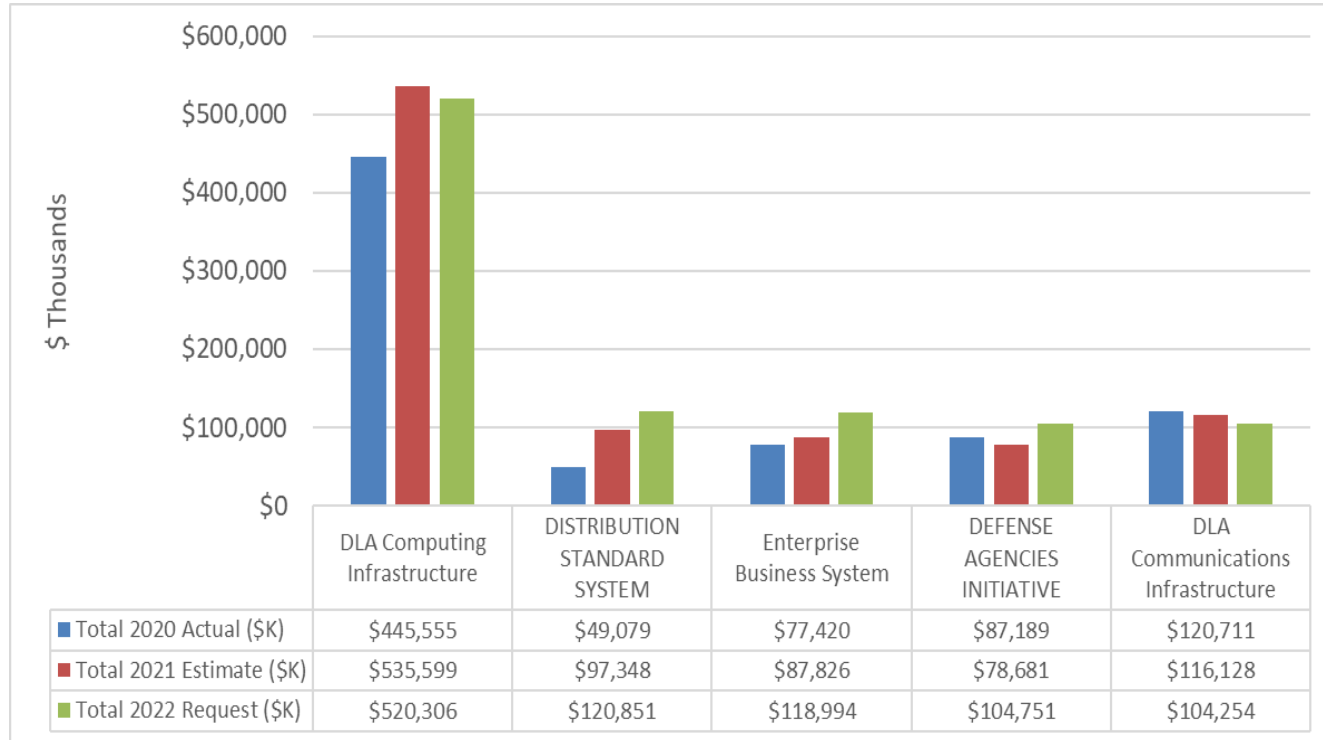
FY 2022 Federal Information Technology Budget Request Summary



Top Programs by % Change in Investment

Investment Title	Total 2021 Estimate (\$K)	Total 2022 Request (\$K)	Year over Year % Change Request vs. Est.
Enterprise Funds Distribution	9,955	21,182	113%
Enterprise Business System	87,826	118,994	35%
DEFENSE AGENCIES INITIATIVE	78,681	104,751	33%
Robotic Process Automation	7,424	9,446	27%
DISTRIBUTION STANDARD SYSTEM	97,348	120,851	24%

DLA – Leading IT Programs by Annual Request



DLA – Leading Opportunities

Program	Status	RFP-Date	Value (\$ M)	Opp. ID
DLA GLOBAL TIRE PROGRAM (GTP)	Forecast Pre-RFP	10/2027	9,999	187419
DLA J6 ENTERPRISE TECHNOLOGY SERVICES (JETS)	Forecast Pre-RFP	07/2023	6,014	170684
AIR FORCE IPV GEN III	Forecast Pre-RFP	03/2026	1,500	170685
CHEMICALS PACKAGED PETROLEUM OIL AND LUBRICANTS IN SUPPORT OF ALL US MILITARY FOREIGN MILITARY NONMILITARY CUSTOMERS	Forecast Pre-RFP	09/2025	1,400	210556
DLA OCONUS SUBSISTENCE PRIME VENDOR SOUTHWEST ASIA THE HORN OF AFRICA AND EASTERN AFRICA	Pre-RFP	11/2021	978	171320

Source: GovWin IQ

Account Capital Plans and Initiatives – Architecture, Engineering, and Construction (AEC)

DLA – FY 2022 AEC Budget Request

Program (In Millions of Dollars)	Estimate
	2022
Major Construction	\$110
Minor Construction	\$7
Planning & Design	\$21
Total DLA Military Construction Budget	\$138

Source: GovWin IQ, FY 2022 Department of Defense Budget Overview

DLA Leading AEC Initiatives

- » Fuel Pier - Marine Corps Air Station, Iwakuni, Japan
- » Operations Support Facility - Chibana Compound Kadena Air Base, Okinawa, Japan
- » Operations Support Facility - Kadena Air Base, Okinawa, Japan

Source: DOD, Military Construction Budget FY 2022

DLA – Leading AEC Opportunities

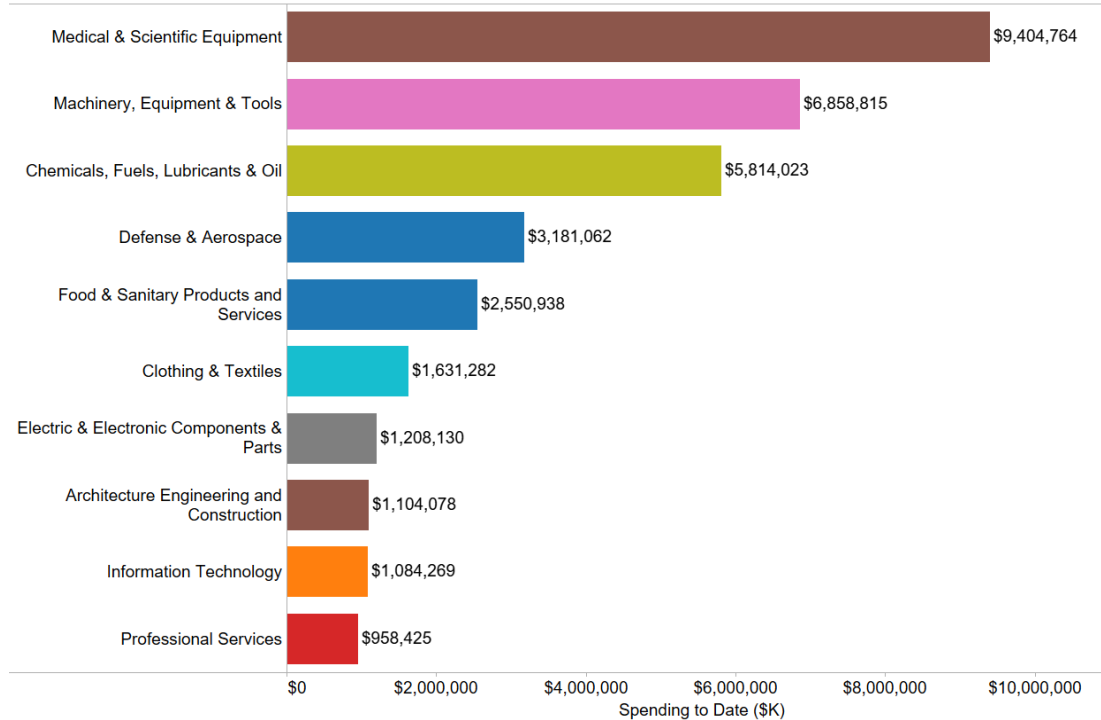
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
<u>AEC DLA IDIQ CONSTRUCTION REQUIREMENTS CONTRACT FOR DDSP</u>	Forecast Pre-RFP	01/2023	40	196443
<u>AEC JOB ORDER CONTRACT AT DEFENSE LOGISTICS AGENCY RICHMOND VA</u>	Forecast Pre-RFP	02/2023	25	184262
<u>AEC HAZARDOUS WASTE REMOVAL DISPOSAL FROM MULTIPLE LOCATIONS IN THE GREAT LAKES REGION</u>	Forecast Pre-RFP	02/2023	12	172755
<u>AEC HAZARDOUS WASTE REMOVAL TRANSPORTATION AND DISPOSAL VIRGINIA AND WEST VIRGINIA</u>	Forecast Pre-RFP	02/2022	11	172886
<u>AEC CALIFORNIA NATIONAL GUARD WASTE REMOVAL DISPOSAL</u>	Forecast Pre-RFP	01/2023	2	182349

Source: GovWin IQ

06

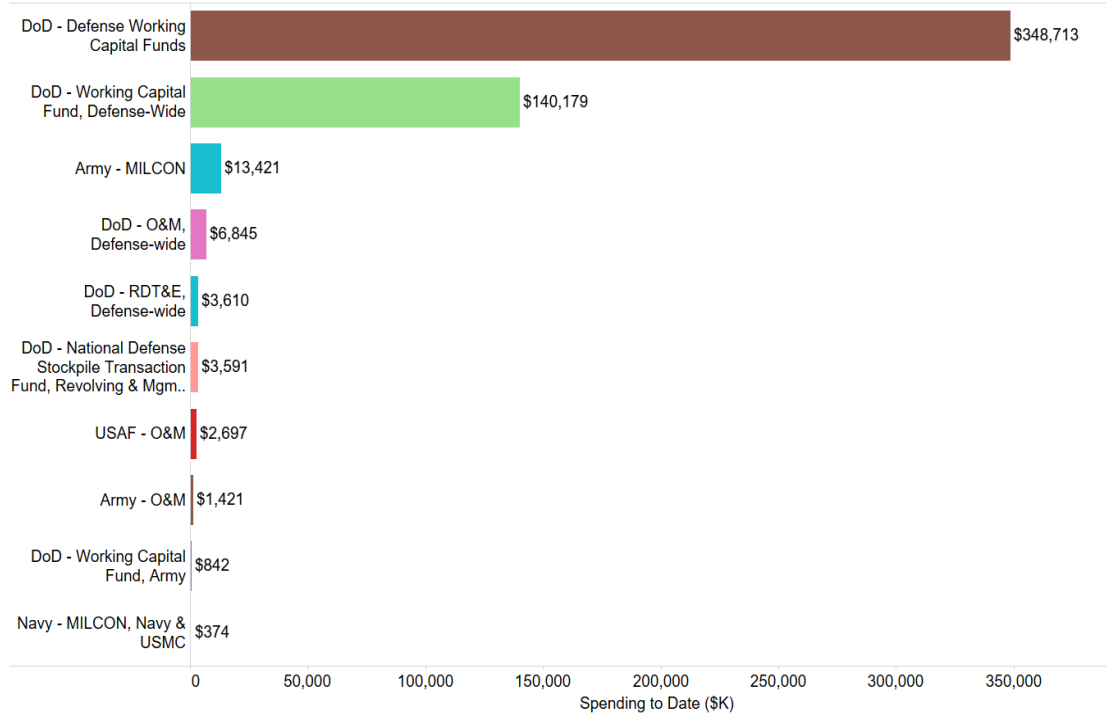
Account Buying Behavior

Leading DLA Spending by Segments, FY 2020



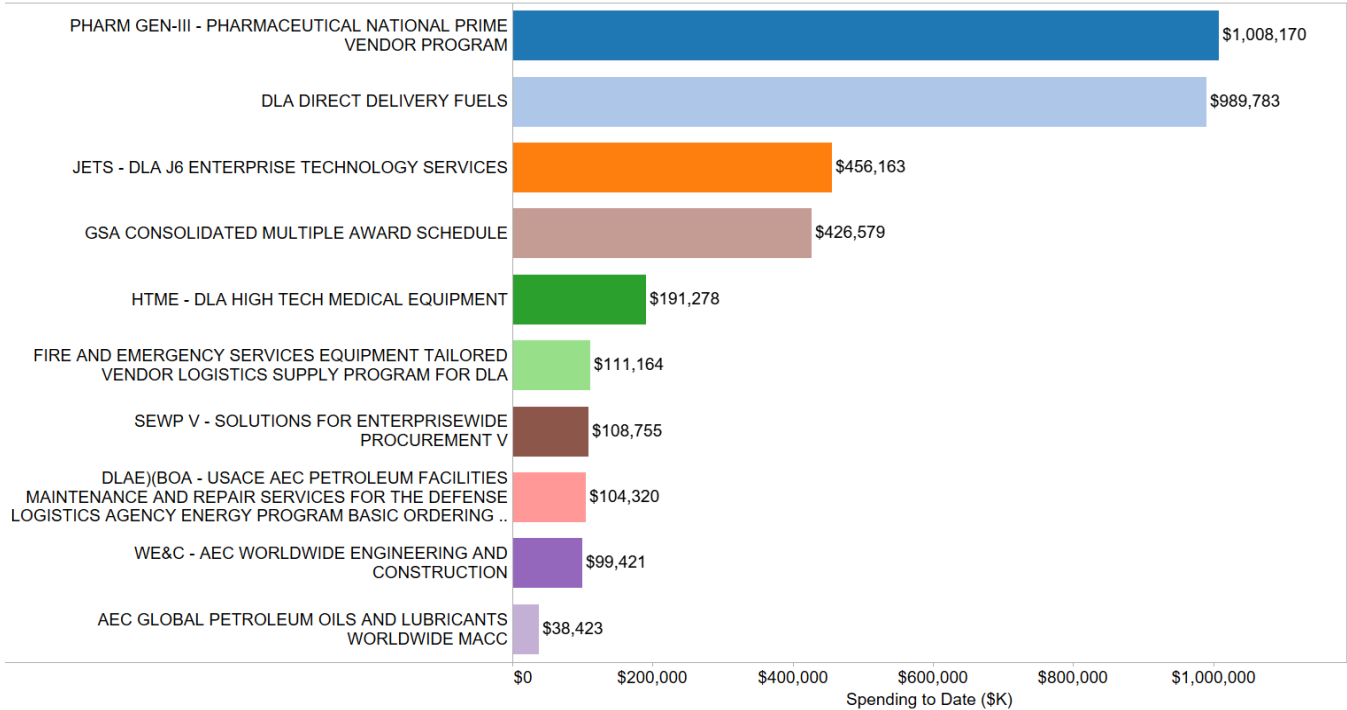
Source: Federal Procurement Data System, GovWin IQ

Leading DLA Budget Accounts, FY 2020



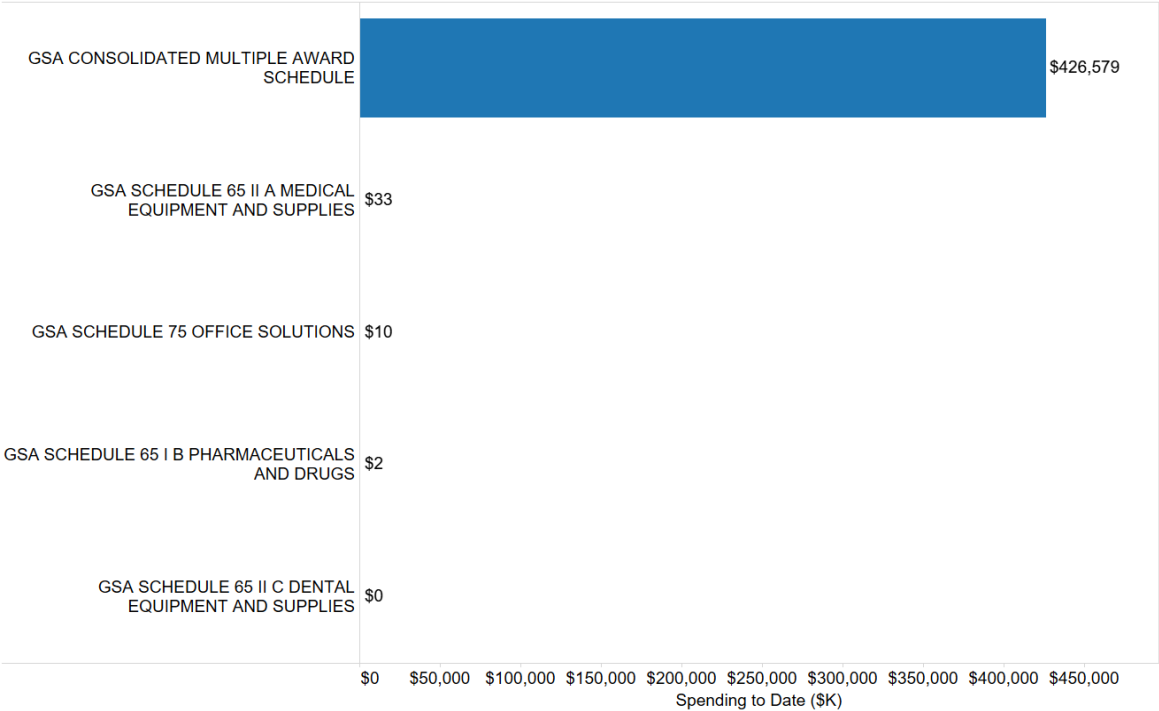
Source: Federal Procurement Data System, GovWin IQ

Leading DLA Spending by Contract Vehicles, FY 2020



Source: Federal Procurement Data System, GovWin IQ

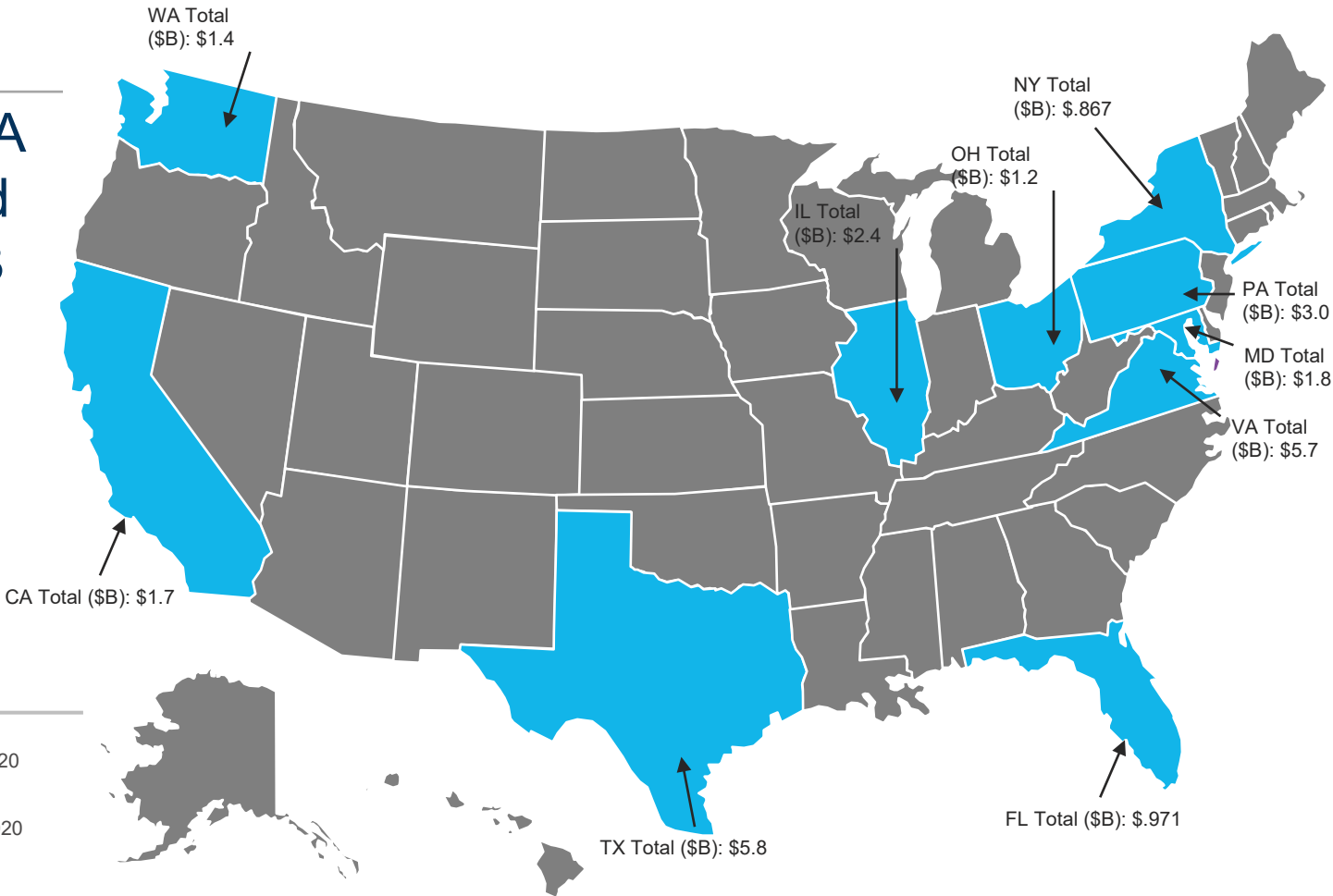
Leading DLA Spending GSA Schedules, FY 2020



Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total DLA Federal Reported Spending: \$35.6B

» In FY 2020, Virginia had the highest reported total spending obligations.

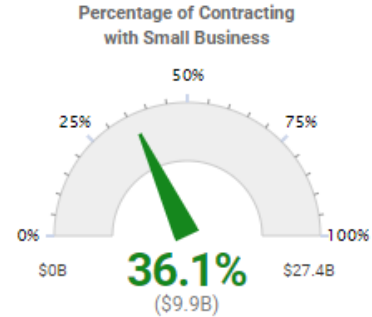


■ Top 10 States by Spending FY 2020
■ States outside of Top 10 by FY 2020 spending

DLA Small Business Contracting Goals FY 2021

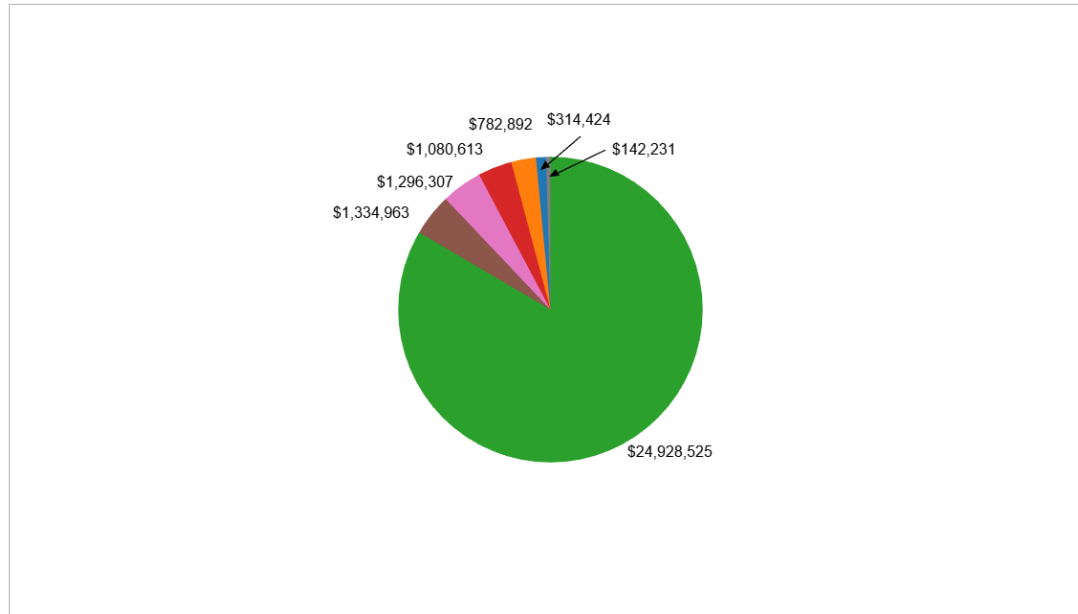
Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	\$709.1M	2.6%	3.0%
Certified HUBZone Small Business	\$796.5M	2.9%	3.0%
Women Owned	\$1.1B	3.9%	5.0%
Small Disadvantaged Business	\$1.6B	5.7%	5.0%

Source: FPDS



Source: Small Business Dashboard

DLA Total Small Business Spending by Socioeconomic Status, FY 2020*



Socioeconomic Status

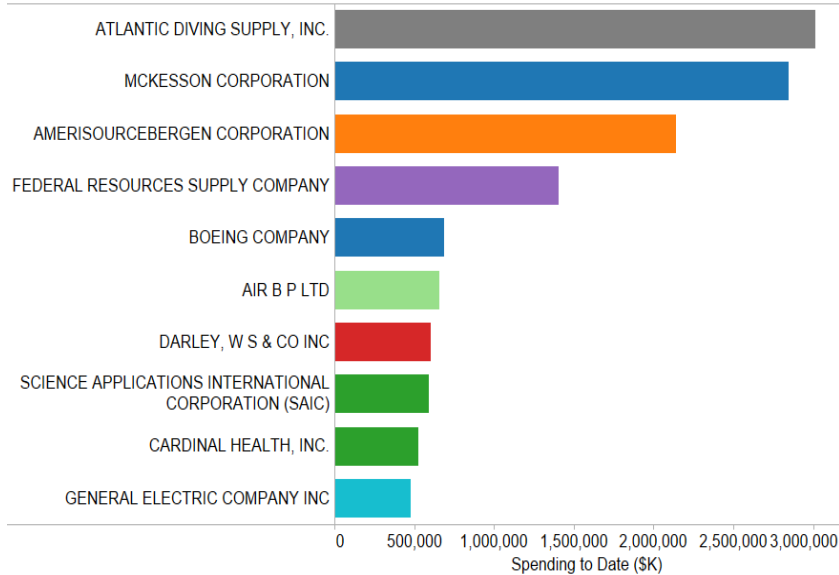
- Small Business (in one or more NAICS)
- Veteran Owned
- Women Owned
- Service Disabled Veteran Owned
- HUBZone
- 8(a)
- Alaskan Native Corporation Owned

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

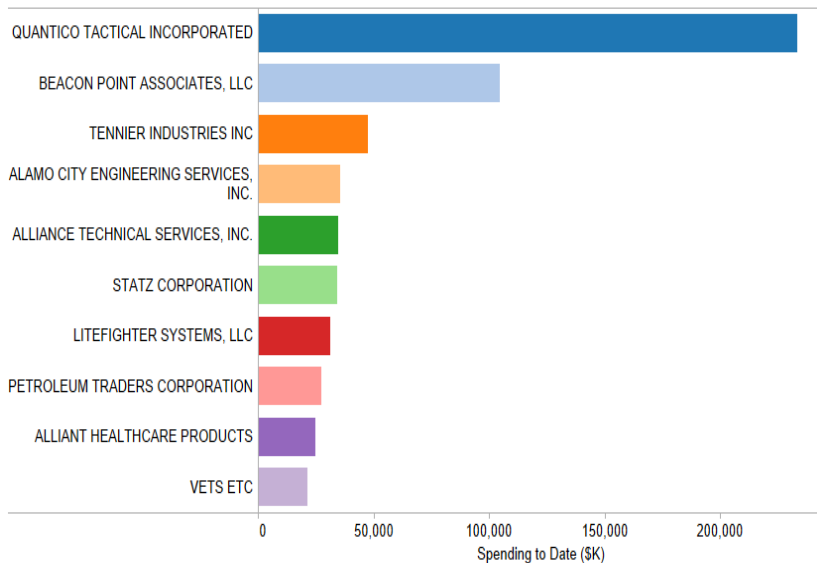
Leading DLA Prime Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
ATLANTIC DIVING SUPPLY, INC.	\$3,013,542	8%
MCKESSON CORPORATION	\$2,847,862	8%
AMERISOURCEBERGEN CORPORATION	\$2,143,911	6%
FEDERAL RESOURCES SUPPLY COMPANY	\$1,407,305	4%
BOEING COMPANY	\$687,478	2%
AIR B P LTD	\$659,130	2%
DARLEY, W S & CO INC	\$604,678	2%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	\$590,609	2%
CARDINAL HEALTH, INC.	\$526,160	1%
GENERAL ELECTRIC COMPANY INC	\$477,071	1%
Grand Total	\$35,646,681	100%

Source: Federal Procurement Data System, GovWin IQ

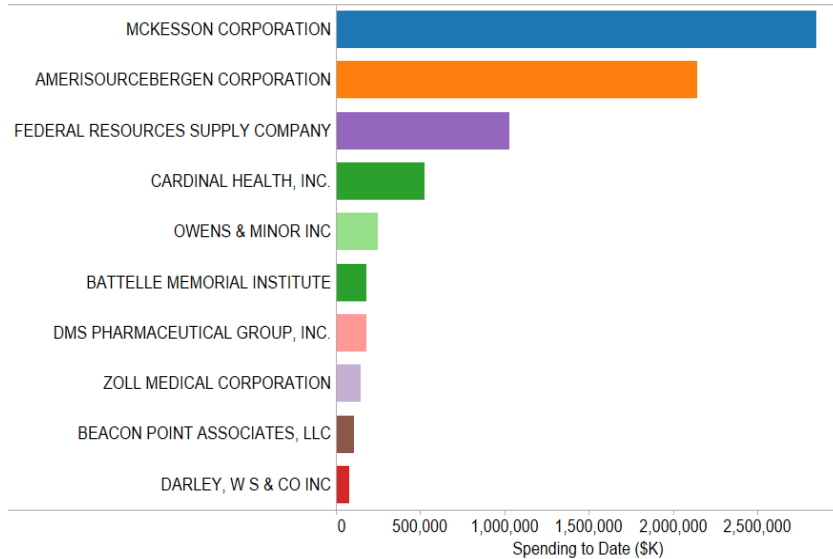
Leading DLA Prime Veteran Owned Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
QUANTICO TACTICAL INCORPORATED	\$233,165	17%
BEACON POINT ASSOCIATES, LLC	\$104,599	8%
TENNIER INDUSTRIES INC	\$47,685	4%
ALAMO CITY ENGINEERING SERVICES, INC.	\$35,572	3%
ALLIANCE TECHNICAL SERVICES, INC.	\$34,857	3%
STATZ CORPORATION	\$34,396	3%
LITEFIGHTER SYSTEMS, LLC	\$31,355	2%
PETROLEUM TRADERS CORPORATION	\$27,322	2%
ALLIANT HEALTHCARE PRODUCTS	\$24,738	2%
VETS ETC	\$21,596	2%
Grand Total	\$1,334,963	100%

Source: Federal Procurement Data System, GovWin IQ

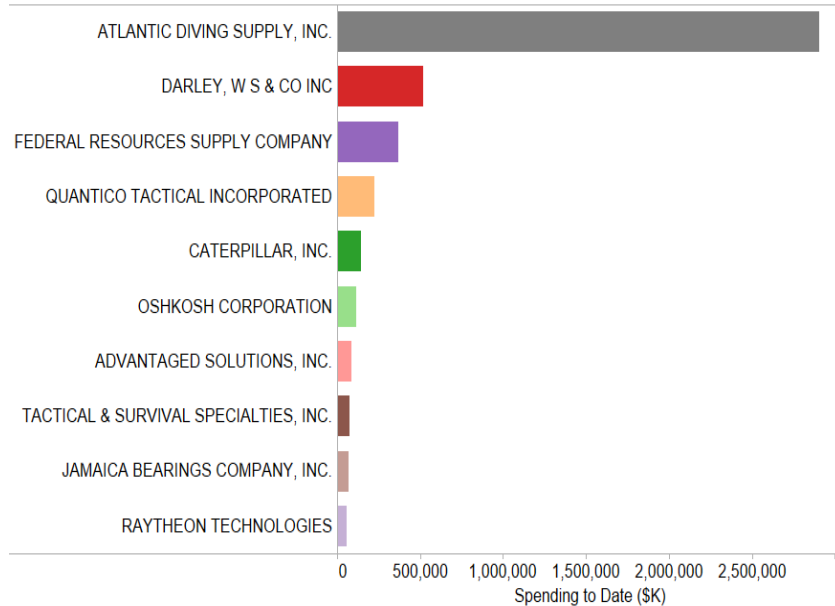
Leading DLA Prime Medical & Scientific Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
MCKESSON CORPORATION	\$2,847,859	30%
AMERISOURCEBERGEN CORPORATION	\$2,143,911	23%
FEDERAL RESOURCES SUPPLY COMPANY	\$1,031,228	11%
CARDINAL HEALTH, INC.	\$524,991	6%
OWENS & MINOR INC	\$251,531	3%
BATTELLE MEMORIAL INSTITUTE	\$183,195	2%
DMS PHARMACEUTICAL GROUP, INC.	\$178,183	2%
ZOLL MEDICAL CORPORATION	\$146,887	2%
BEACON POINT ASSOCIATES, LLC	\$104,599	1%
DARLEY, W S & CO INC	\$81,245	1%
Grand Total	\$9,404,764	100%

Source: Federal Procurement Data System, GovWin IQ

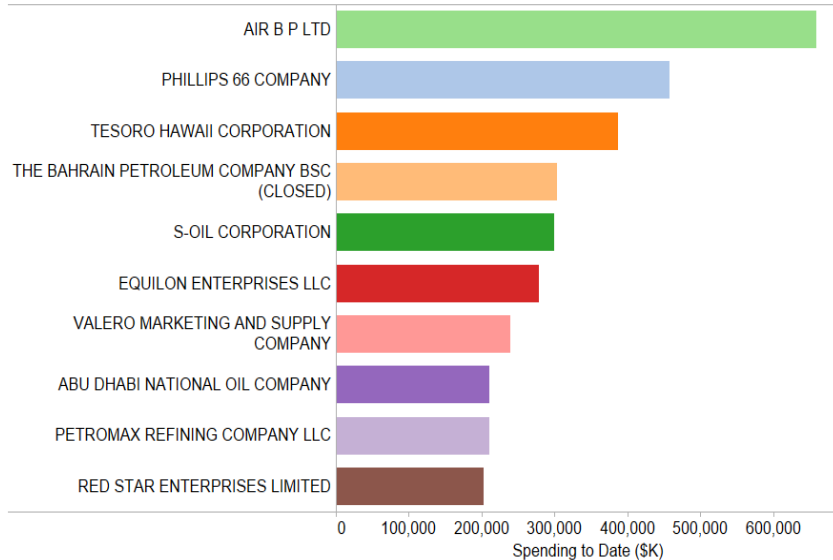
Leading DLA Prime Machinery, Equipment & Tools Contractors, FY 2020



Vendor	FY 2020 Total (\$ K)	% of Total Reported
ATLANTIC DIVING SUPPLY, INC.	\$2,903,951	42%
DARLEY, W S & CO INC	\$521,275	8%
FEDERAL RESOURCES SUPPLY COMPANY	\$369,852	5%
QUANTICO TACTICAL INCORPORATED	\$224,585	3%
CATERPILLAR, INC.	\$146,758	2%
OSHKOSH CORPORATION	\$117,890	2%
ADVANTAGED SOLUTIONS, INC.	\$86,302	1%
TACTICAL & SURVIVAL SPECIALTIES, INC.	\$75,586	1%
JAMAICA BEARINGS COMPANY, INC.	\$68,067	1%
RAYTHEON TECHNOLOGIES	\$60,251	1%
Grand Total	\$6,858,815	100%

Source: Federal Procurement Data System, GovWin IQ

Leading DLA Prime Chemicals, Fuels, Lubricants & Oils Contractors, FY 2020



Vendor	FY 2020 Total (\$K)	% of Total Reported
AIR B P LTD	\$659,130	11%
PHILLIPS 66 COMPANY	\$458,169	8%
TESORO HAWAII CORPORATION	\$386,897	7%
THE BAHRAIN PETROLEUM COMPANY BSC (CLOSED)	\$303,193	5%
S-OIL CORPORATION	\$300,136	5%
EQUILON ENTERPRISES LLC	\$278,789	5%
VALERO MARKETING AND SUPPLY COMPANY	\$239,830	4%
ABU DHABI NATIONAL OIL COMPANY	\$211,157	4%
PETROMAX REFINING COMPANY LLC	\$210,103	4%
RED STAR ENTERPRISES LIMITED	\$203,260	4%
Grand Total	\$5,814,023	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

DLA – Procurement

- » DLA acquisitions are under the authority of the [Defense Logistics Acquisition Directive \(DLAD\)](#), as well as the [Federal Acquisition Regulation \(FAR\)](#) and the [Defense Federal Acquisition Regulations Supplement \(DFARS\)](#). The FAR implements the various statutes and regulations which impact upon the Federal contracting process. The DFARS applies to purchases and contracts by Department of Defense (DoD) contracting activities made in support of foreign military sales or North Atlantic Treaty Organization (NATO) cooperative projects without regard to the nature or sources of funds obligated, unless otherwise specified in this regulation.

- » The DLA's Logistics Operations (J-3) supports the procurement, management, storage and distribution of approximately 5.2 million items for U.S. military customers, other Federal agencies, and allied forces. The J-3 is organized in the following way:
 - » Operations and Sustainment (J31)
 - » Joint Contingency Acquisition Support Office (JCASO) (J32)
 - » Logistics Policy and Strategic Programs (J34)
 - » Nuclear Enterprise Support Office (J310)
 - » Business Management Office

DLA – Procurement (Cont.)

- » The [Defense Logistics Agency Acquisition \(J7\) Directorate](#) manages the establishment and operations of procurement policy and oversight for DLA's 5.2 million items managed. DLA buys, stores and distributes food, fuel, uniform apparel, pharmaceutical, medical and surgical products and equipment and weapons system repair parts for the military services and other customers worldwide. The J-7 is organized in the following way:
 - » Acquisition Workforce, Audits, and Legislative Affairs, J71
 - » Contract and Pricing Compliance, J72
 - » Acquisition Operations, J73
 - » Acquisition and Strategic Programs, J74
 - » Procurement Process and Systems, J76
 - » Procure-to-Pay Process Cycle Integration, J78

DLA – Procurement (Cont.)

- » [DLA Strategic Materials](#) plans, facilitates and acquires services and supplies to support the storage and sale of strategic and critical materials inventory. DLA Strategic Materials is responsible for acquiring, upgrading, rotating and disposing of stockpile materials as provided by the Annual Materials Plan to include storage, security, testing, contracting, quality studies and maintenance and replacement of materials in the National Defense Stockpile.

Defense Logistics Agency
Director of Logistics Operations or the
Director of Acquisition Directorate
8725 John J. Kingman Rd.
Ft. Belvoir, VA 22060-6221
Logistics Operations (571) 767-1600
Acquisition Directorate (571) 767-1645

What DLA Buys?

- » The Defense Logistics Agency (DLA) manages the global supply chain – from raw materials to end user to disposition – for the Army, Navy, Air Force, Marine Corps, Coast Guard, 10 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.
- » The DLA buys 5.9 million of these items for the Military Services through designated Contracting Offices. The agency provides a [list](#) that indicates whether DLA or the General Services Administration (GSA) has been designated as the integrated materiel manager at the wholesale level for one or more consumable items of supply in the Federal Supply Class (FSC). Items under a specific FSC may be managed by multiple Supply Chains; therefore, this is not intended as a definitive list of DLA-managed items.

DLA Procurement Opportunities

- » [DLA Internet Bid Board System \(DIBBS\)](#) is a web-based application that allows you to search for, view, and submit secure quotes on Requests for Quotations (RFQs) for DLA items of supply. DIBBS also allows users to search and view Requests for Proposals (RFPs), Invitations for Bid (IFBs), awards, and other procurement information related to DLA.

DLA Industry Engagement Plan

- » The [Defense Logistics Agency \(DLA\) Industry Engagement Plan](#) focuses on DLA building stronger industry partnerships that are designed to meet long-term objectives and produce the most cost-effective and innovative solutions for DLA customers. It also reflects the Director's commitment to the implementation of a systematic and proactive approach with industry across the DLA enterprise.

DLA Subcontracting

- » To promote small business participation in larger contracts, Congress enacted Public Law 95-507 requiring all contractors, other than small businesses, receiving federal contract awards over \$700,000 (\$1,500,000 for construction) to submit acceptable subcontracting plans prior to contract award.
- » To be eligible as a subcontractor, a concern must represent itself as a small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, or women-owned small business concern. For more information about the Subcontracting Program, go to [FAR Subpart 19.7](#)
- » DLA vendors can examine the [Department of Defense \(DoD\) Prime Contractor Directory](#) that identifies large prime contractors that are required to establish subcontracting plans with goals. The list includes company names, prime contract numbers, contract periods of performance, NAICS codes, company points of contact (POCs), POC phone numbers and POC email addresses. This directory can be used to find the contact information of prime contractors for potential subcontracting opportunities.
- » The [DoD Subcontracting Program: The Basics of Subcontracting](#) provides information on regulatory, subcontracting, and reporting requirements. It also includes the types of subcontracting plans and the categories included in the subcontracting plan goals.

DLA Subcontracting (Cont.)

- » The [SBA's SUB-Net](#) is a valuable resource for information on subcontracting opportunities. Solicitations or notices are posted by prime contractors as well as other government, commercial, and educational entities.

DLA – Office of Small Business Programs (OSBP)

- » The DLA Office of Small Business Programs provides [training](#), advice, guidance and strategies to maximize opportunities for small businesses to participate in DLA's acquisition program, both as [prime contractors and subcontractors](#). Through this office, DLA administers the [Department of Defense Procurement Technical Assistance Program](#).
- » [Local offices](#) at each DLA procuring activity advise and assist contracting, program manager, and requirements personnel on all matters affecting small businesses. Those local offices also assist their commanders with developing and implementing strategies that increase business opportunities for several [types of socio-economic small business programs](#): Small Business, Small Disadvantaged Business, 8(a), Historically Underutilized Business Zone, Women-Owned Small Business, Veteran-owned Small Business, and Service-Disabled Veteran-Owned Small Business. The buying activity small business specialist is the primary point of contact for most small business related questions.
- » DLA is responsible for nearly every consumable item used by our military forces worldwide. DLA [buying activities purchase](#) aviation, land and maritime weapon systems parts, fuel, and critical troop-support items involving food, clothing and textiles, medical, and construction equipment and material. DLA procures depot-level repairables as well as the services that are necessary to support the enterprise mission. DLA Office of Small Business Programs can advise you on which buying activity is the best fit for your small business.

DLA – Office of Small Business Programs (OSBP)

- » For those new to working with DLA, the agency provides a small business overview for vendors, [Steps to Success Doing Business With the Defense Logistics Agency](#). The overview details what DLA is, what DLA buys, and how the federal government buys goods and services. The overview explains what programs a business might be eligible for and the steps and systems needed to become registered to do business with DLA. It also explains how to find current DLA and other federal government business opportunities.
- » The [Procurement Technical Assistance Program \(PTAP\)](#) was established to expand the number of businesses capable of participating in government contracts. The program is administered by DLA's Small Business Programs in cooperation with states, local governments and nonprofit organizations. Under the program, Procurement Technical Assistance Centers (PTACs) help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. Most of the assistance the PTACs provide is free. PTAC support to businesses includes registration in systems such as the System for Award Management (SAM), identification of contract opportunities, help in understanding requirements and in preparing and submitting bids.
- » If you have a question related to a specific buying activity of DLA or want to send your capabilities statement to market your company, contact the DLA Small Business Office associated with that buying activity.
- » If you are a small business who has a solicitation related question or contract question for a specific DLA buying activity's requirement and you are having challenges with communicating with the cognizant contracting office, you can contact the DLA Small Business Office associated with that buying activity as well.

DLA – Office of Small Business Programs (OSBP)

- » Review the Overview for Vendors to the left to learn what DLA buys if you are unsure which buying activity relates to your business.
- » You can also review this [spreadsheet](#) to locate which buying activity has purchased your particular North American Industry Classification System (NAICS) code over a three-year period. (Search by NAICS code using the find (control f) function).
- » Point-of-contact information for each buying activity is listed in the Contact DLA Offices of Small Business Programs section at the top of the page.

DLA – Office of Small Business Programs (OSBP)

- » Information concerning any of the small business activities of the DLA can be obtained from the Director of Office of Small Business Programs at the following mailing address:

Defense Logistics Agency
Office of Small Business Programs
8725 John J. Kingman Blvd. Room 1127
Ft. Belvoir, VA 22060-6221
(571) 767-0192

Defense Logistics Agency
Office of Small Business Programs
Contracting Services Office
Associate Director: (215) 737-8514
Small Business Director: (215) 737-8646

Thank You!