



# **DEFENSE LOGISTICS AGENCY**

**AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY**

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## **Defense Logistics Agency (DLA) Land Warren, MI**

**Vito Zuccaro  
DLA LAND Warren  
Director  
24 Oct 2016**



# Agenda

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- **Who/What is the Defense Logistics Agency (DLA)**
- **DLA Land and Maritime – Headquarters in Columbus, OH**
- **DLA Land – Warren, MI**
- **Small Business Activity for DLA Land – Warren, MI**
- **DLA Opportunities**
- **Tips for Doing Business with DLA**
- **Free Assistance Available to Suppliers**



# DLA's Mission: Supporting the Warfighter

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**DLA is DoD's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.**

**If America's forces can eat it, wear it, drive it, shoot it, or burn it, high chances are that DLA helps provide it.**

[www.dla.mil](http://www.dla.mil)





# Scope of DLA Customer Support

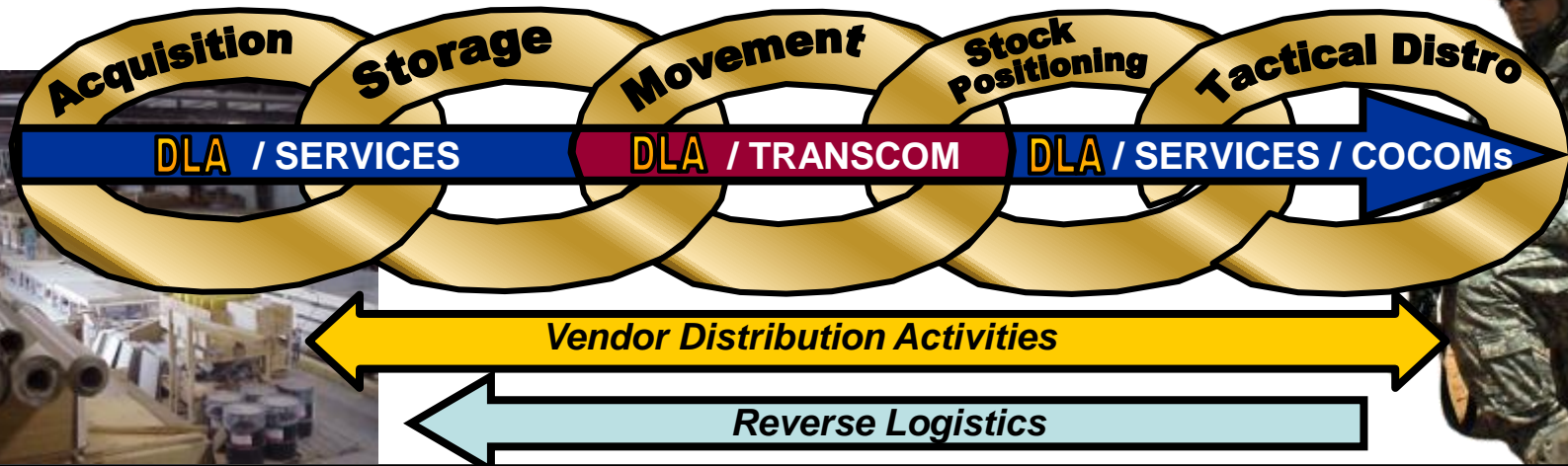
- **\$42 Billion in goods and services annually**
- **Supports more than 2,300 weapon systems**
- **Employs 25,000 civilians and military employees**
- **Headquarters in Ft. Belvoir, VA**
- **Provides majority of Military Services' repair and consumable Items**
- **Managing 6 Million separate NSNs via eight supply chains**
- **Foreign Military Sales - Supporting 112 Nations**
- **Provides 100 percent of:**
  - **Fuels**
  - **Food**
  - **Clothing and Medical Supplies**
  - **Construction Material**
- **24 Distribution Centers worldwide**
- **Worldwide Presence:**
  - **28 countries and 48 states (except Vermont and Iowa)**





# DLA is DoD's Supply Chain Manager

- Integrated, End to End Supply Chain Manager
- Significant Presence at Military Industrial Sites
- Strong Partnership with Industrial Base



*Leveraging distribution to complete the supply chain*



# Full Spectrum Global Support

## Supply Chains

- Subsistence
- Fuel/Energy
- Land Systems
- Maritime Systems
- Aviation Systems
- Medical
- Clothing & Textile
- Construction & Equip

## Theater Support

- DLA Europe
- DLA Pacific
- DLA Central
- DLA Africa

## Distribution

- Defense Distribution Center
- 26 Distribution Centers

## Reutilization & Disposal

- DLA Disposition
- Reverse Logistics

## Stockpile

- DLA Strategic Materials

## DLA Services

- Document Services
- Defense Logistics IT/ & Service Support



USNORTHCOM



USEUCOM



USCENTCOM



USPACOM











USSOUTHCOM



USAFRICOM

# Eight Specific Global Supply Chains



Aviation	Land	Maritime	C&T	Medical	Subsistence	C&E	Energy
<b>Richmond</b>	<b>Columbus</b>		<b>Philadelphia</b>				<b>Ft. Belvoir</b>
<ul style="list-style-type: none"> <li>• Aviation Original Equipment Manufacturer (OEM) Items</li> <li>• Engines &amp; Airframes</li> <li>• Aviation Supply Chain Commodities</li> </ul> 	<ul style="list-style-type: none"> <li>• Wheeled Vehicles</li> <li>• Tracked Vehicles</li> <li>• Batteries</li> <li>• Nuts &amp; Washers</li> <li>• Converters</li> </ul> 	<ul style="list-style-type: none"> <li>• Valves/Hardware</li> <li>• Fluid Handling</li> <li>• Electronics</li> <li>• Motors</li> <li>• Packing/Gaskets</li> </ul> 	<ul style="list-style-type: none"> <li>• Recruit Clothing</li> <li>• Organizational Clothing Equipment</li> </ul> 	<ul style="list-style-type: none"> <li>• Pharmaceutical</li> <li>• Medical/Surgical Equipment</li> </ul> 	<ul style="list-style-type: none"> <li>• Institutional Feeding</li> <li>• Operations Rations</li> <li>• Produce</li> </ul> 	<ul style="list-style-type: none"> <li>• Construction</li> <li>• Equipment</li> </ul> 	
<b>EBS</b>							<b>FAS</b>

**EBS = Enterprise Business System**

**FAS = Fuel Automated System**



# DLA's Primary Level Field Activities

**DLA LAND & MARITIME**  
Columbus, OH



**DLA AVIATION**  
Richmond, VA



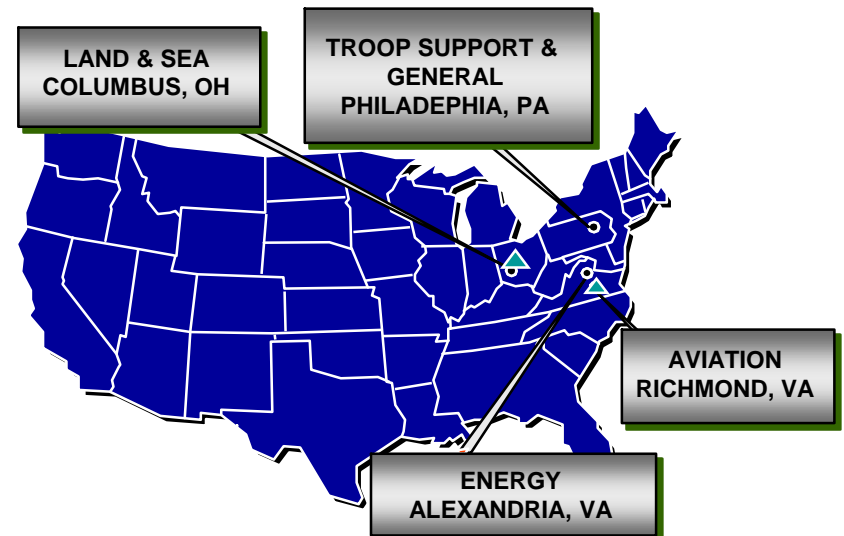
**DLA TROOP SUPPORT**  
Philadelphia, PA



**DLA ENERGY**  
Fort Belvoir, VA



## Defense Supply Centers





# DLA LAND and MARITIME

## Columbus, OH

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- DLA LAND and Maritime – Headquarters in Columbus, Ohio
- 2500 employees in 37 locations around the world
- Manages 1.9 million items
- Supports 15,000 customers
- Awards over 650,000 contracts annually
- FY15 Sales over \$3.4B



# DLA LAND and MARITIME

## Columbus, OH

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- Focus on Army and Marine Corps Industrial Forecast requirements – buy or collaborate
- Renewed military emphasis on more traditional platforms such as:
  - M1 Abrams
  - Army Assault Vehicle
  - Bradley Fighting Vehicles
  - Light Armored Vehicles
  - Tactical Vehicles
  - Patriot System
- Newer platforms such as Joint Light Tactical Vehicle (JLTV)



# DLA LAND Warren, MI

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- DLA LAND Warren is a satellite Detachment of DLA Land & Maritime (Columbus, OH)
- Commodities include Reparable AND Consumable spare parts (CLASS IX & CLASS II)
- Buys include larger/complex finished subassemblies for US ARMY TACOM managed weapon systems
- Significantly less contract actions per year than “Big DLA”, yet our contracts bear higher dollar values

# Defense Logistics Agency Land Warren

Director of Procurement  
Vito Zuccaro

Deputy Director  
Bryon Gerwolds

Legal Office (G): Darin Morency  
Legal Office (G): Eric Selke  
  
Small Business (DU): Carlo Daleo

Admin Specialist: Jeanie Miller  
Secretary: Vacant  
Student Trainee: \*Megan Willer

Acquisition Division A  
Cynthia Fellows  
Ground Combat Systems

Acquisition Division B  
Michael Bissig  
Combat Support/Combat Service  
Support/Soldier & Chem/Bio

Support  
Management Division  
Mary Dwyer

Combat Branch  
Scheele

Artillery/Track  
Branch  
Nichols

Weapons/  
Soldier  
Branch  
Brooks

Tactical/MRV  
Branch  
Bourdeau

Chem/Bio  
Branch  
Easterling

Operations  
Branch  
Wilcox

Process Mgt  
Branch  
Tompkins

Pricing  
Branch  
Hoenscheid

Buyers

Buyers

Buyers

Buyers

Buyers

Buyers

Buyers

Buyers

BUYING TEAMS  
Combat  
Artillery/Track  
Weapons/Soldier  
Tactical  
Chemical/Biological



# DLA Land Warren Buying Teams

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- **Combat – motors, circuit cards, engine blocks, various kits, cable assys, seats**
- **Artillery/Track – track shoes/pads, wheels, drive units, telescope/periscope mounts/assys**
- **Weapons/Soldier – barrel assys, sights, display units, sprocket wheels, ammo holders**
- **Chemical/Biological – supplemental armor, vehicle windows, starters, sprayers, flare kits, tool kits**
- **Deployment/Tactical – anti lock brake controls, transmissions, engines, water/fuel tanks, filters**



# DLA Warren REPARABLE Spares

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A SAMPLE OF REPARABLE SPARE PARTS WE BUY:

...Cylinder Assemblies, Transmissions, Engines, Turbo Superchargers, Branched Wiring Harnesses, Steering Gears, Axles, Generators, Circuit Cards, Carrier Assemblies, Fuel Injectors, Mechanical Test Fixtures, Fuel Pump, Auxiliary Power Modules, Collimators, Truck Mounted Cranes...



# DLA Warren CONSUMABLE Spares

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A SAMPLE OF CONSUMABLE SPARE PARTS WE BUY:

...Computer Cases, Fasteners, Crank Assemblies, Plungers, Pipe Elbows, Data Keyboards, Vehicle Side Racks, Centrifugal Fans, Thread Screws, Crimping Tools, Mounting Brackets, Metal Plates, Impact Wrenches, Machine Gun Bipods, Parachutist Masks...



# DLA Land Warren is Growing!

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- DLA Warren inherited consumable spare parts previously procured by Army Contracting Command - Warren (ACC-WRN)
- DLA Land & Maritime (Columbus) decided that these consumable parts bought by Army will transfer to DLA, but stay at the Detroit Arsenal and be bought by DLA Warren
- The number of spare parts we buy for US ARMY TACOM has grown from app. **12,000 to 21,000**



# DLA Warren's Personnel Changes

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- Increased workload comes with more contract specialists and support staff
- DLA Warren was enacted in March 2009 with approximately 55 personnel
- Current strength to date is 81 personnel
- End strength by end of 2016 is projected at 92 personnel



# DLA Land Warren Award Dollars

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	<u>FY2014</u>	<u>FY2015</u>	<u>FY2016</u>
Total Contract Award Dollars	\$216M	\$272M	\$483M
Total Small Business Dollars	\$46M	\$68M	\$96M



# Opportunities for Industry and DLA

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Collaborative work – looking at ways to partner with industry at all levels

Performance Based Logistics (PBL) – Arrangements with industry to support military platforms and systems

New Initiatives/Joint Initiatives – combine requirements, results in larger quantities being purchased

This is a partnership – let us know your ideas



# Locating DLA Opportunities

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- DLA Internet Bid Board System (DIBBS) for 99% of opportunities: <https://www.dibbs.bsm.dla.mil>
- Army Single Face to Industry (ASFI) and TACOM Procurement Network (PROCNET) have been discontinued. All DLA Warren opportunities can now be found at: [www.fbo.gov](http://www.fbo.gov)
- Use the first five digits of DLA Warren's DODAAC (SPRDL1) to find all current sources sought, solicitations & awards in FOB search
- Advanced search option within FBO to filter for set-asides, procurement type, etc.



# Tips for Doing Business with DLA Land Warren

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- Search Federal Business Opportunities ([www.fbo.gov](http://www.fbo.gov)) weekly
- Read the solicitation thoroughly and understand clauses
- If any part of the solicitation is unclear, contact the buyer on the face page
- Contact the buyer if you have any other questions
- Be able to support your price
- Submit your proposal on time



# Free Supplier Training

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DLA and the Small Business Administration offer the following assistance:

- How to get started
- Various small business programs
- Localized assistance with Procurement Technical Assistance Center (PTAC)
- Understanding quality requirements, packaging, etc.
- Payment processing
- One on one assistance