



DEFENSE LOGISTICS AGENCY
HEADQUARTERS
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REQUEST FOR INFORMATION

June 9, 2021

SUBJECT: Supplier Reduction in DLA Contracts

FROM: Timothy Stark
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The Defense Logistics Agency is a major buyer of commodities for the U.S. military, and is committed to help build a strong industrial base that can support U.S. national defense goals. As part of [DLA's Strategic Plan 2021-2026](#), we are seeking information from current and former DLA suppliers in order to 1) enhance our understanding of current supply chain environments and challenges, and 2) align our processes to foster greater resiliency and stronger partnerships. Please take a moment to fill out this short request for information, and return it to IndustryEngagement@dla.mil.

- 1) You may remain anonymous. If you would like to provide your contact information, you can do so in this section -

- 2) Which sentence best characterizes your relationship with DLA?

My firm -

- Is still in the process of establishing ourselves and have had only limited success with DLA.
- Was historically successful winning DLA contracts, however we subsequently no longer participate or our participation has decreased substantially.
- Is established in DLA contracts and have been decreasingly successful over the past 12 months.
- Is established in DLA contracts and the volume of our business is steady.
- Is established in DLA contracts and have been increasingly successful over the past 12 months.
- Other (describe)

3) If your company has experienced a decline in DLA business, identify the most consequential causes of your decline or exit from DLA contracts.

Pick up to three –

- Unable to obtain or maintain access to electronic systems, such as cFolders or the DLA Internet Bid Board System (DIBBS).
- Losses or low profit margins on the DLA contracts I won.
- Restructured or changing contract requirements, such as the consolidation of line items into a single contract where I was unable to compete due to diversity, size, or specialized nature of the new requirement.
- Issues obtaining consistent and/or timely payments on DLA contracts.
- Inaccessibility of DLA representatives to answer questions or resolve problems.
- Unstable requirements from DLA or inability to obtain reliable procurement forecasts from DLA.
- A change in my company's business strategy.
- Other (describe)

Use the space below to provide details about the item(s) you selected, including feedback about how we might improve DLA processes.