



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Overview & DLA Troop Support Pacific Guam Area Office

**U S Military Contracting Forum
November 16th, 2012**

Briefer: Felix J. Leon, Deputy DLA TSP GAO



We Are DLA



Foreign Policy Advisor
Mr. Willard
Smith

FS-1



Vice Director
Mr. Ted
Case



★ ★ ★ **Director**
Vice Admiral
Mark D. Harnitchek
Supply Corps, United States Navy



Chief of Staff
Mr. Fred
Baillie



Senior Enlisted Leader
Command Sergeant Major
Otis Cuffee
United States Army



DLA Aviation



**DLA Disposition
Services**



DLA Distribution



DLA Energy



**DLA Land and
Maritime**



DLA Troop Support



**DLA General
Counsel**



**DLA Inspector
General**

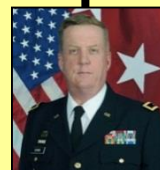


**DLA Installation
Support**

GS-15



**DLA Human
Resources**



**DLA Logistics
Operations**



**DLA Strategic
Plans and
Policy**

GS-15



**DLA Information
Operations**



DLA Acquisition



DLA Finance



**DLA Joint
Reserve
Force**



DLA Pacific



DLA Europe & Africa

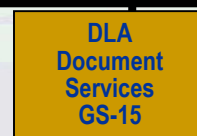


DLA Central



**DLA Logistics
Information
Service**

GS-15



**DLA Document
Services**

GS-15

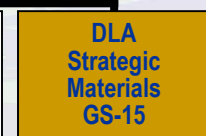


**DLA Transaction
Services**

GS-15



**Joint Contingency
Acquisition Support
Office**



**DLA Strategic
Materials**

GS-15



Mission

DLA

**We are America's Combat Logistics Support Agency.
We provide effective and efficient worldwide support to
warfighters and our other customers.**

DLA-Pacific

**To provide a single DLA interface for PACOM
Warfighters through a collaborative network of forward
positioned and CONUS based DLA support capabilities.**





Global Supply Chains

DLA Troop Support

- **Class I: Subsistence**
 - Food Service
 - Produce
 - Operational Rations
- **Class II: Clothing & Textile**
 - Recruit Clothing
 - Organizational Clothing & Individual Equipment
- **Class IV/VII: Construction & Equipment**
 - Facilities Maintenance
 - Equipment
 - Wood Products
 - Safety & Rescue Equipment
- **Class VIII: Medical**
 - Pharmaceutical
 - Medical/Surgical Equipment



DLA Aviation

- **Class IX:**
 - Engine Components, Air Frames
 - Flight Safety Equipment, Maps
 - Environmental Products

DLA Land and Maritime

- **Class IX: Maritime**
 - Valves, Fluid Handling
 - Electrical/Electronics
 - Motors, Packing/Gaskets
- **Class IX: Land**
 - Wheeled, Tracked & Heavy Vehicle Parts
 - Vehicle Maintenance Kits
 - Power Transmission/Engine/Suspension Components
 - Tires, Batteries and Small Arms Parts

DLA Energy

- **Class III: Energy**
 - DoD Executive Agent for all Bulk Petroleum
 - Natural Gas, Coal, Electricity
 - Aerospace Energy



DLA Distribution Guam, Marianas Materiel and Services

- Receipt
- Issue
- Preservation
- In transit visibility
- Global IT
- Storage
- Packaging
- Distribution
- Expediting
- Customer Service

DLA Distribution Guam, Marianas provides materiel and distribution services to support the warfighter

- DLA Wholesale
- Navy Retail Materiel
- HAZMAT
- Petroleum Oil & Lubricants
- Bar Stock
- Heavy Metal
- Level 1 Subsafe
- General Services Administration
- Compressed Gas
- Construction Material
- Depot Level Repairables



Logistics Services

Formerly known
as DRMO

DLA Disposition Services

- DoD Excess Material
 - Reutilization, Transfer, Donation, & Sales
- Contingency Operation Support
- Demilitarization
- Precious Metals Recovery
- Hazardous Waste Disposal

Formerly known
as DAPS

DLA Document Services

- Document imaging, Reprographics services
- Office equipment (multi-function copy/print Systems)
- Electronic document, content, record management solutions ...

DLA Transaction Services

- Editing / routing of DoD logistics transactions
- Network interoperability
- E-Business Services for material tracking & for monitoring supply chain metrics ...

DLA Logistics Information Service

- Steward for Federal Catalog Systems
- U.S. Codification Bureau / International Cataloging
- DLA Customer Interaction Center ...



"We Are DLA" on Guam

NB Guam

DLA Distribution Guam (63)

DLA Troop Support (5)

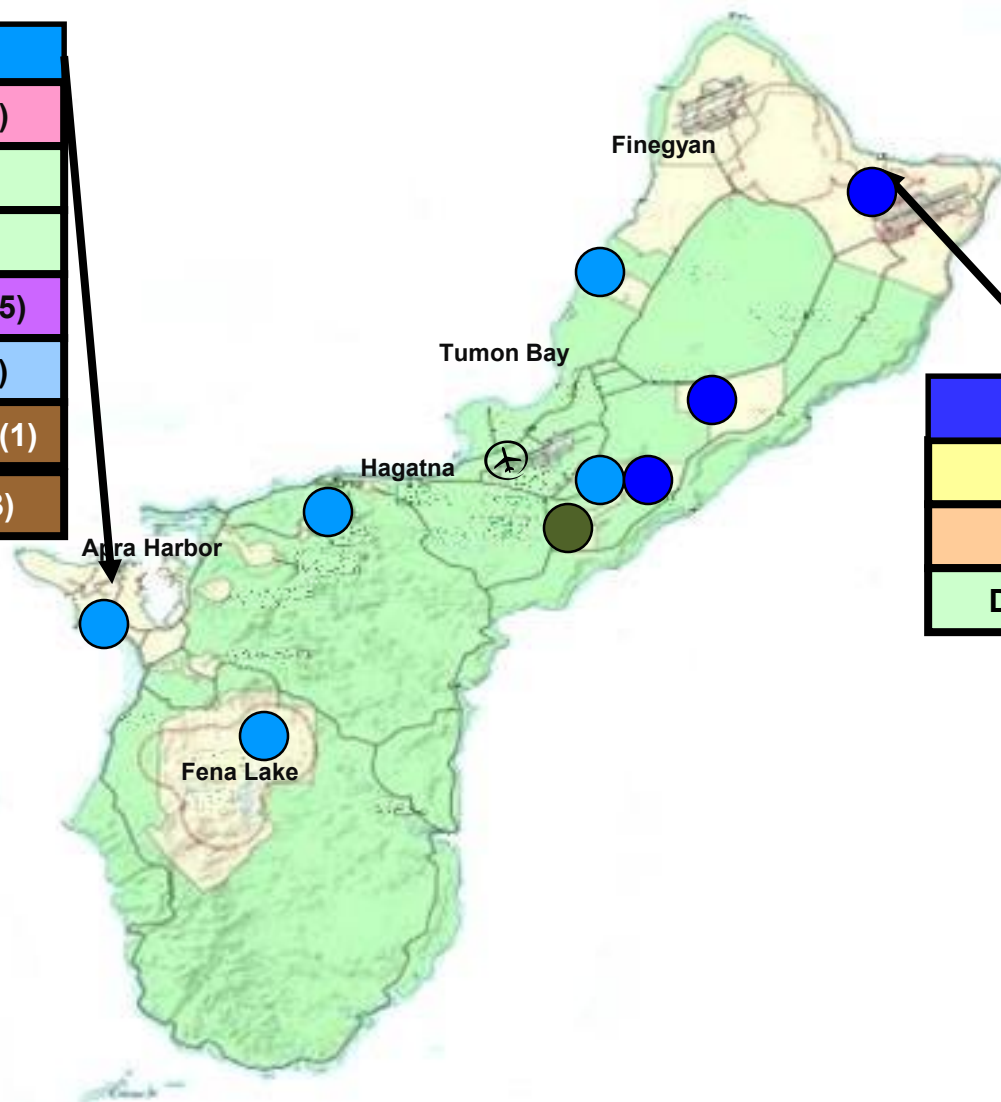
Prime Vendors x 2

DLA Disposition Services (15)

DLA Document Services (2)

DLA Information Operations (1)

DLA Installation Services (3)



Andersen AFB

DLA Pacific (1)

DLA Energy (8)

DLA Troop Support (1)

- Air Force
- Navy
- Army
- Marine

(#) = DLA Personnel



DLA Troop Support

Mission, Vision and Values

Mission

In support of the Defense Logistics Agency's mission, we provide effective and efficient support to our warfighters and other customers with food, clothing, construction, medical and hardware solutions to achieve their global mission

Vision

Warfighter-focused, globally responsive, fiscally responsible supply chain leadership

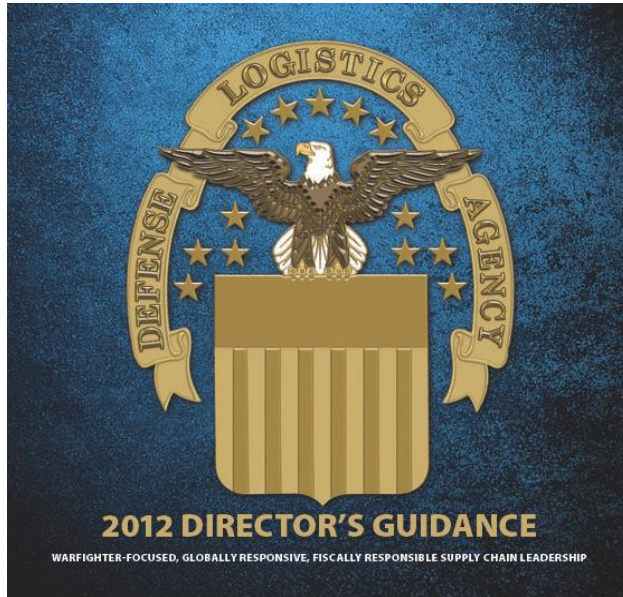
Values

- Warfighter needs guide us
- Integrity defines us
- Diversity strengthens us
- Excellence inspires us



DLA Troop Support

FY12 Annual Operating Plan



Warfighter Support

- **Increase local purchasing in region**
- **Expand Customer Base and Target New Business Opportunities**
- Enhance DLA Troop Support to PACOM
- Develop and Implement a Customer Engagement Plan

Stewardship Excellence

- Enhance Acquisition Outcomes
 - Reduce Defects
 - Reduce Cycle Time
 - Develop Tracking Tool
- Transition DLA Land & Maritime and DLA Aviation Detachments to DLA Troop Support
- Manage Enhanced Fraud Awareness Program

Workforce Development

- Implement Strategy for Our People
- Culture/Climate Survey Results



Class I Subsistence Supply Chain

Effective and efficient logistical support

Three Types of Tailored Programs

Prime Vendor

- ✓ Garrison Feeding
- ✓ Fleet Feeding

Long Term Contracts

- ✓ Rations
- ✓ Fresh Fruit and Vegetables
- ✓ Bread and Pastries
- ✓ Dairy
- ✓ Soda
- ✓ Food Prep Equipment
- ✓ Field Feeding Equipment

Traditional

- ✓ Food Prep Equipment
- ✓ Field Feeding Equipment
- ✓ Ration Items

Executive Agency for Class I



Variety of Products

Eggs to MREs, Established & Mobile Kitchens





Produce Customer Segments

- Military troops, Navy vessels, Air National Guard, Coast Guard
 - CONUS produce support
 - Regional long-term produce contracts
 - Direct to dining facilities, piers
 - OCONUS produce support
 - Local contracts
 - Prime vendors
 - Sealift/US airlift support
- US Dept of Agriculture (USDA)
School Lunch/Tribal Reservation Programs
 - Partnership since 1994
 - Acquisition and distribution agent
 - Regional long-term produce contracts
 - 47 states, approx 16,000 schools, 120 tribes
 - FY11 sales... \$97M





Market Fresh Support

- Bread & Dairy
 - Unique market... regionally focused based on local bakeries and dairy plants
 - Many local businesses with limited Electronic Data Interchange (EDI) capabilities
 - 186 long term contracts
 - Bread support... \$20M annually
 - Dairy support... \$16M annually
- Soda
 - 4 long term contracts... Pepsi, Coke, Dr Pepper
 - 400 administrative contracts... \$10M





Prime Vendor Common Features

...effective, efficient, logistical support to the Warfighter

- One vendor fulfilling all requirements...
One stop shopping... 24/7 support
 - Routine & emergency delivery
 - Electronic ordering
 - Consolidated billing
 - Material returns
 - Name brand products
 - Value-added services
 - Surge & contingency coverage
 - Tailored vendor logistics specialists
 - Infrastructure savings
- Inventory savings
 - Leveraged buying





Class II Clothing & Textiles Supply Chain

Effective and efficient logistical support

Long Term Contracting of Military-Unique items

- ✓ Dress and Field Uniforms
- ✓ Field Gear
- ✓ Personal Chemical Protective Items
- ✓ Body Armor
- ✓ Flight Suits
- ✓ Ecclesiastical Items
- ✓ Tentage

Develop 3PL solutions to address customer logistics challenges

Joint Integration Agent for Class II



Variety of Products

Boots to Uniforms to Body Armor





Class IV, VI, IX Construction & Equipment Supply Chain

Effective and efficient logistical support

Three Types of Tailored Programs

Prime Vendor/Tailored Logistics Support

- ✓ Maintenance, Repairs and Operations Supplies
- ✓ Integrated Product-Support Vendor (IPV) Program
- ✓ Special Operations
- ✓ Metals & Lumber
- ✓ Lumber
- ✓ Fire Fighting & Emergency Services

Long Term Contracts

- ✓ Heavy Equipment Procurement Program
- ✓ Strategic Fastener Initiative

Traditional

- ✓ Safety & Rescue Equipment
- ✓ Containers & RFID Tags
- ✓ Lighting
- ✓ Material Handling Equipment
- ✓ Major Weapons Systems Consumable Repair Parts
 - Fastening Devices
 - Miscellaneous Hardware

Executive Agency for Class IV



Variety of Products

From Fasteners & Light Bulbs to Bulldozers





Maintenance Repair & Operations (MRO) Supplies Prime Vendor

- Regional prime vendor / integrated supplier
- Products and services include:



- Electrical
- Plumbing
- HVAC
- Paint
- Lumber

- Tools
- Hardware
- Building Supplies
- Incidental Services

Benefits

- Infrastructure savings
- Inventory cost reductions
- Leveraged buying
- Storefront capability





Class VIII Medical Supply Chain

Effective and efficient logistical support

Four Types of Tailored Programs

Prime Vendor

- ✓ Pharmaceuticals
- ✓ Medical/Surgical
- ✓ Navy Fleet
- ✓ War Reserve/Readiness

Long Term Contracts

- ✓ Electronic Catalog (ECAT)
- ✓ Capital Equipment/Turnkey
- ✓ Contingency Contracts

Traditional

- ✓ Vaccines
- ✓ Nerve Agent Antidotes
- ✓ Bandages & Military Dressings
- ✓ Depot Stocked/Manual Direct Vendor Delivery
- ✓ Medical Assemblies/Kitting

Army Medical Materiel Agreement

Executive Agency for Class VIII



Variety of Products

Combat Lifesaver (CLS) to Hospitals





Class IX Hardware Supply Chain

Effective and efficient logistical support

2 Types of Tailored Programs

Prime Vendor/Tailored Logistics Support

- ✓ Integrated Product-Support Vendor (IPV) Program
- ✓ Long-Term Contracts (Strategic Fastener Initiative)

Traditional Support

- ✓ Major Weapon Systems Consumable Repair Parts
 - Fastening Devices
 - Miscellaneous Hardware

Class IX



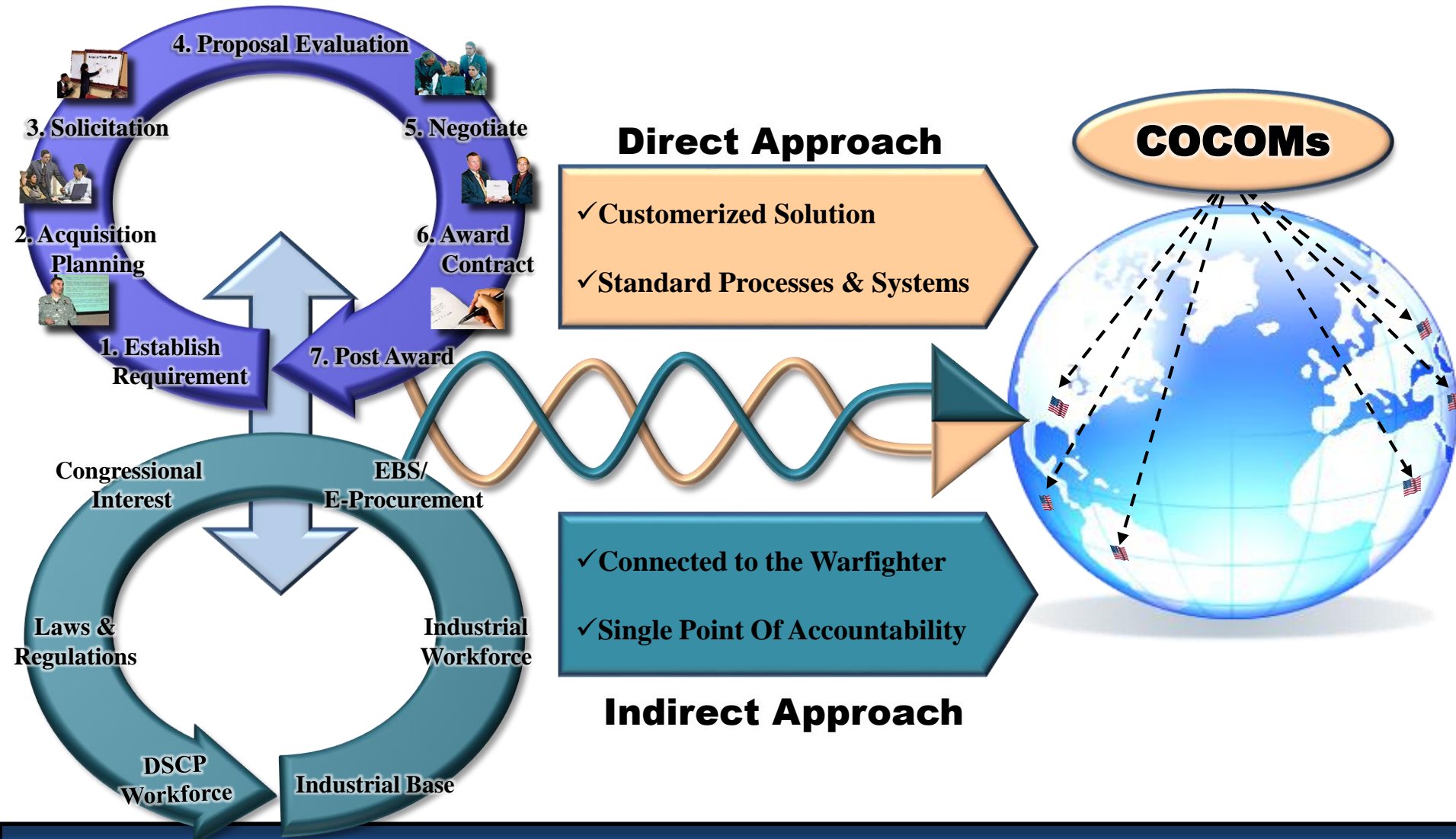
Variety of Products

Providing consumable repair parts for
1300 major weapon systems





Troop Support Acquisition Process





Doing Business with the Defense Logistics Agency

TEN STEPS TO DOING BUSINESS WITH DLA

1. To do business with DLA, vendors need a DUNS number. To apply for or look up your company's number, go to www.dnd.com.
2. Vendors must register in the Central Contractor Registration and Establish a Record in ORCA.
3. Register on the DLA Internet Bid Board System (DIBBS): Go to: www.dibbs.bsm.dla.mil
4. Search the Federal Stock Classes Purchased by DLA: Visit www.dibbs.bsm.dla.mil under References, FCSs and Supplier Visibility Requirements Application.



5. Match your company's capabilities to the Federal Supply Classes:

<https://www.dla.mil/SmallBusiness/Pages/WhatDLABuys.aspx>

6. Perform a DIBBS or FedBizOpps Search to find opportunities.

7. Submit your quotes on the DLA Internet Bid Board System (DIBBS).

8. Research Before Selling to Defense Logistics Agency:

- Military Packaging (<http://www.dscc.dla.mil/Offices/Packaging/>)
- Inspections
- Bidsets and Drawings
- Specifications (<https://assist.daps.dla.mil/quicksearch/>)
- Federal Acquisition Regulations and Clauses (<https://www.aquisition.gov/far/>)
- Socio-economic Set-Asides



9. Market your company. Each supply chain has socio-economic goals for the following:

- Small Business
- Small Disadvantaged Business and 8(a)
- HUBZone
- Woman-Owned Small Business
- Service-Disabled Veteran-Owned Small Business

10. Explore Subcontracting opportunities and Teaming Arrangements

Teaming Arrangement Guide Book at:

<http://www.acp.osd.mil/osbp/resources/teaming.pdf>



DLA Troop Support

Guam Sales Data – FY2012

CLASS I – SUBSISTENCE	Total Dollars
Subsistence Prime Vendor – Quality Distributors Inc.	\$16,593,099.12
Market Ready Vendor – Celebrity Bakery	\$862,684.75
Market Ready Vendor – Foremost	\$27,359.56
Market Ready Vendor – Pepsi Cola	\$58,044.49
Market Ready Vendor – Coca-Cola	\$52,869.20
Farmers Initiative	\$7,426.80
Blanket Purchase Agreement – Makita Guam Corp.	\$37,507.79
Blanket Purchase Agreement – Guam Support Services	\$3,690.10

CLASS IV – CONSTRUCTION MATERIALS AND EQUIPMENT	Total Dollars
Maintenance, Repair, and Operations (MRO)	\$15,350,722.56



DLA Guam Points of Contact

NOTE: DSN area code (315) and Commercial area code (671) unless otherwise annotated.

DLA Activity	Position	Individual	Phone	Cell	Email (N= NIPR & S = SIPR)
DLA Pacific	Warfighter Support Representative	Kiki Dunsmore	366-6130	777-6182	Christopher.Dunsmore@dla.mil (N) Christopher.Dunsmore@andersen.af.smil.mil (S)
DLA Distribution Guam	Commander	LtCol Patrick Tucker	339-5602	777-4700	Patrick.tucker@dla.mil (N) Patrick.Tucker@dla.smil.mil (S)
DLA Distribution Guam	Deputy	Joe Pirman	339-4531	777-4701	Joe.Pirman@dla.mil (N) Joe.Pirman@dla.smil.mil (S)
DLA Energy	Commander	CDR Andrea Lemon	366-7764	(808) 341-7838	Andrea.Lemon@dla.mil (N) Andrea.Lemon@andersen.af.smil.mil (S)
DLA Energy	Deputy	Joy Griffith	366-7769	777-4119	Joy.Griffith@dla.mil (N) Joy.Griffith@andersen.af.smil.mil (S)
DLA Troop Support	Area OIC	LCDR Andy Tuttle	339-4111		Andrew.Tuttle@dla.mil (N)
DLA Troop Support	Deputy	Felix Leon	339-4117	777-4113	Felix.Leon@dla.mil (N)
DLA Disposition Services	Chief	Wayne Tisdale	339-2099	685-8075	Wayne.Tisdale@dla.mil (N)
DLA Document Services	Manager	Felisa Baza	339-7195		Felisa.Baza@dla.mil (N)

DEFENSE LOGISTICS AGENCY

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