



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency



**Small Business Research
& Development
Opportunities at
Defense Logistics
Agency
(DLA)**

**MR. DWIGHT D. DENEAL
DIRECTOR
DLA OFFICE OF SMALL
BUSINESS PROGRAMS**



DLA Leadership

WHO'S WHO IN DLA



VADM MICHELLE C. SKUBIC
DIRECTOR



BRAD B. SUNIV
VICE DIRECTOR



CSM TOMEKA N. O'NEAL, USA
SENIOR ENLISTED LEADER



KRISTIN K. FRENCH
CHIEF OF STAFF



BG GAVIN A. LAWRENCE, USA
COMMANDER
DLA TROOP SUPPORT



BRIG GEN DAVID J. SANFORD, USAF
COMMANDER
DLA AVIATION



RDML KRISTEN B. FABRY, USN
COMMANDER
DLA LAND AND MARITIME



BRIG GEN JIMMY R. CANLAS, USAF
COMMANDER
DLA ENERGY



BGen KEITH D. REVENTLOW, USMC
COMMANDER
DLA DISTRIBUTION



MICHAEL O. CANNON
DIRECTOR
DLA DISPOSITION SERVICES



BILLIE KEELER
ACTING DIRECTOR
HUMAN RESOURCES (J1)



MAJ GEN ALLAN DAY
USAF DIRECTOR
LOGISTICS OPERATIONS (J3)



GEORGE DUCHAK
DIRECTOR
OPERATIONS (J2)



MATTHEW R. BEEBE
DIRECTOR
ACQUISITION (J7)



JOHN ARTHUR (ART) HAGLER
DIRECTOR
FINANCE (J8)



RADM GRAFTON D. CHASE JR., USN
DIRECTOR JOINT RESERVE FORCE (J9)



CAPT JASON ADAMS, USN
COMMANDER
DLA INDO-PACIFIC



COL HATTIE RICHARDSON, USA
COMMANDER
DLA CENTCOM & SOCOM



COL KRISTA HOFFMAN, USA
COMMANDER
DLA EUROPE & AFRICA



MATTHEW F. FAUSCH
GENERAL COUNSEL (DG)



WILLIAM A. RIGBY
DIRECTOR OFFICE OF THE INSPECTOR GENERAL (OIG)



DWIGHT D. DENEAL
DIRECTOR SMALL BUSINESS PROGRAMS (DB)



GORDON "BUZZ" HACKETT
DIRECTOR INSTALLATION MANAGEMENT (DM)



CH (COL) CHRISTOPHER G. ARCHER, USA
COMMAND CHAPLAIN (DH)



STEPHANIE SAMERCEDES
DIRECTOR INTELLIGENCE (DI)



MARTA MCLELLAN ROSS
DIRECTOR LEGISLATIVE AFFAIRS (DLA)



JOSEPH YOSWA
DIRECTOR PUBLIC AFFAIRS (DP)



JANICE SAMUEL
DIRECTOR EQUAL EMPLOYMENT OPPORTUNITY (DO)



ALEETA D. COLEMAN
DIRECTOR TRANSFORMATION (DT)



End-to-End Global Supply Chain Management

- **\$40.7B** in Revenue
- **\$15B** in Small Business
- **\$7.5B** in support to Whole of Government
- **\$1.1B** in Foreign Military Sales
- **~100%** Military Services' Consumables
- Over **11K** Suppliers
- **9K** Awards per day
- Manage over **6M** line items
- **\$150B** Active Contracts Managed
- **27K** Workforce, **2K** Forward Positioned
- Executive Agent for Bulk Fuel, Medical Materiel, Subsistence, Construction & Barrier Materiel

SIX MAJOR SUBORDINATE COMMANDS/BUSINESS UNITS

TROOP SUPPORT	LAND AND MARITIME	AVIATION	ENERGY	DISTRIBUTION	DISPOSITION SERVICES
PHILADELPHIA, PA	COLUMBUS, OH	RICHMOND, VA	FORT BELVOIR, VA	NEW CUMBERLAND, PA	BATTLE CREEK, MI
					
Global Supply Chains: Subsistence, Clothing & Textiles, Construction & Equipment, Medical, and Industrial Hardware	Repair parts for ground-based and maritime systems	Repair parts for aviation systems, nuclear systems, maps and Industrial Plant Equipment	Global fuel and comprehensive energy solutions	Global storage and distribution solutions	Global solutions for disposal of excess property
<ul style="list-style-type: none"> • \$19.1B Revenue • 51K+ Customers • 3 Locations 	<ul style="list-style-type: none"> • \$4.0B Revenue • 13K+ Customers • 2K weapon systems • 8 Locations 	<ul style="list-style-type: none"> • \$4.9B Revenue • 13K+ Customers • 2K weapon systems • 19 Locations 	<ul style="list-style-type: none"> • \$10.6B Revenue • 4K+ Customers • 602 Fuel Locations 	<ul style="list-style-type: none"> • \$987M in Revenue • 243K+ Customers • \$105B in Inventory • 43 Locations 	<ul style="list-style-type: none"> • \$352M Revenue • 31K+ Customers • Reutilization: \$2.5B • 89 Locations
BUY			DISTRIBUTE		DISPOSE

COVID-19

S U P P O R T



10 PEOPLE EMBEDDED

- DEFENSE HEALTH AGENCY VACCINE ALLOCATION AND DISTRIBUTION
- FEDERAL EMERGENCY MANAGEMENT AGENCY NATIONAL LOGISTICS RESPONSE
- VACCINE OPERATIONS NATIONAL VACCINE RESPONSE



\$796M
STRATEGIC STOCKPILE



\$13.3M
SURGE TESTING SITE SUPPORT



\$93M
CLOTH MASK INITIATIVE

CRITICAL PARTNERSHIPS

FEMA / HHS

\$3.6B MISSION ASSIGNMENTS

\$158M SERVICE DEPLOYABLE HOSPITALS

\$16.2M IN SUPPORT

\$1.5M IN SUPPORT

REUTILIZATION

\$44.9M Reutilized

- **529K** MASKS
- **69** VENTILATORS
- **636K** GLOVES
- **11K** GOWNS



VACCINE DISTRIBUTION



206,700
VACCINE DOSES DELIVERED



2,067
ANCILLARY KITS DELIVERED



77
MILITARY TREATMENT FACILITIES SUPPORTED



31
COUNTRIES DELIVERED TO IN SUPPORT OF DoD PERSONNEL

RAPID ANTIGEN TEST KITS

Schools, Universities, Nursing Homes, Hot Spots, Vaccination Sites, Critical Personnel

\$1.2B CONTRACT
178M KITS
14,525 LOCATIONS



TOTAL PROCURED CRITICAL MEDICAL AND PERSONAL PROTECTIVE EQUIPMENT*



208.7M
TEST KITS AND CONSUMABLES

100%

9.03B
GLOVES



64.9M N95 RESPIRATORS

2.4M
HAND SANITIZERS



283.9M SURGICAL MASKS

5.8K
VENTILATORS



153.9M
GOWNS



**Deliveries ongoing; receipts vary*

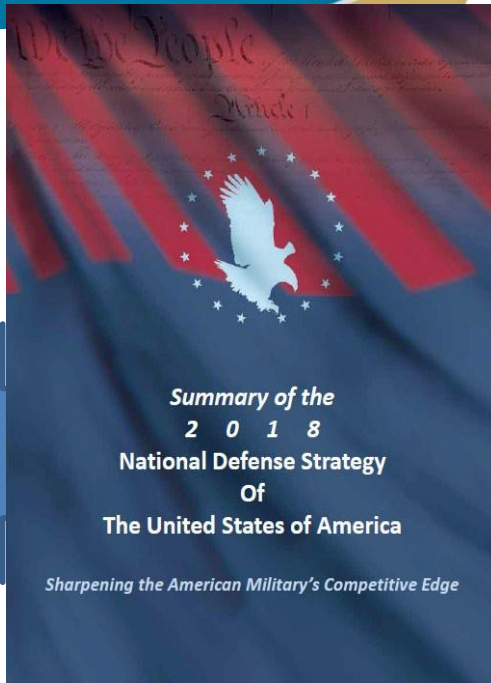
AS OF MARCH 9, 2021

DLA COVID-19 Task Force



Strategic Alignment

DLA Office of Small Business Programs



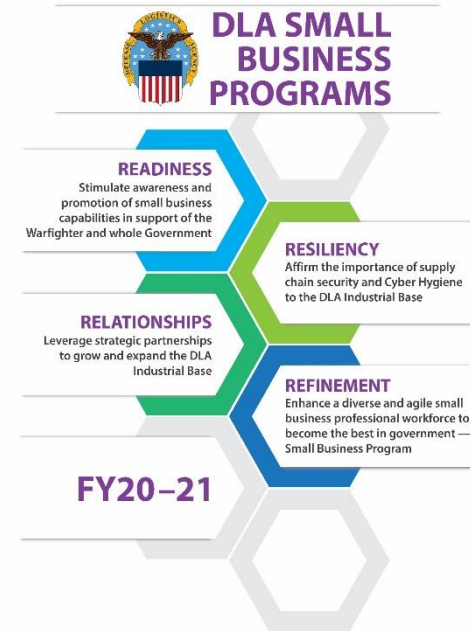
Three Lines of Effort

- Lethality
- Strengthen Alliances
- Greater Performance and Affordability



Five Lines of Effort

- Warfighter First
- Global Posture
- Strong Partnerships
- Whole of Government
- Always Accountable



Four Focus Areas

- Readiness
- Resiliency
- Relationships
- Refinement



Small Business Engagement

“Surveying Small Business Industrial Base Readiness; to Enable Defense Supplier Diversity”

Small Business Focused Interaction & Outreach



Data-Driven Small Business Market Intelligence



Small Business Procurement Advocacy



Innovation in Defense Supply Chain & Manufacturing



Small Business Supply Chain Resiliency





DLA R&D Overview

OUR MISSION

Develop and deliver new capabilities through applied technologies and innovative solutions to enhance warfighter sustainment

Resolve



Improve Warfighter Support:

- Address military needs, internal business processes, and industrial base manufacturing problems
- Identify and maturing advanced technology demonstrations and evaluations of system prototypes in a simulated environment

DLA TECHNOLOGY ACCELERATOR

Rapidly delivers prototype capabilities with design and discovery techniques rather than requirements-based concepts

Relevant



- **Anticipate improvement opportunities** presented by new technologies
- **Reduce technical and business risk** of adopting emerging technology through a simulated environment
- **Manage R&D projects** supporting the DLA Enterprise and the Military Services
- Focus on efforts with **measurable benefits and return on investment**

OUR VISION

Premier Innovators for Global Warfighter Mission Readiness

Research



Three Program Elements (PE):

- Logistics Research and Development Technology (Log R&D)
- Manufacturing Technology Program (ManTech)
- Small Business Innovation Programs (SBIP)

STRATEGIC TECHNOLOGY TEAM

Explores and leverages technologies to provide new capabilities to enhance the user computing experience across the agency



R&D at a Glance



300+ Projects across 13 Programs



230 Contracting Actions/\$110M (FY 20)
200+ Projection for FY21



41 Charters
46 Support Agreements



620 Director/Stakeholder
Outreach Activities in FY 20



600+ Industry Collider Day Participants



R&D TEAM

- 7 ManTech Program Managers
- 6 Logistic Research Program Managers
- 2 SBIR Program Managers
- 2 Technology Accelerators
- 2 Strategic Tech Team
- 4 PMO Leadership
- 3 Program Analysts



\$41M

- Congressional Adds
- Federal Partnership Investments



100+
PARTNERS

- Industry
- Small Business
- Academia

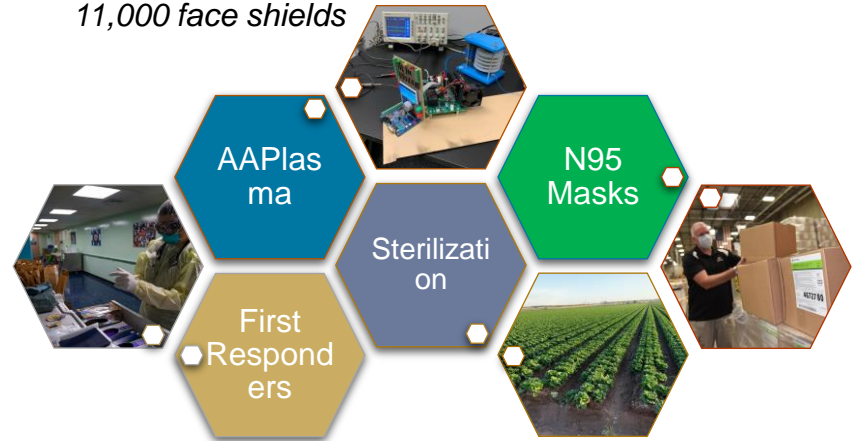


Accelerating Innovation



R&D Responses to COVID-19

Rapid manufacturing delivers 11,000 face shields



AA Plasma disinfection systems that use pulsed plasma treatment to disinfect PPE equipment in five minutes



Small Business Innovation Program



DLA Manufacturing Technology

Supports technical innovation in the DLA industrial base to improve the operational performance of key supply chains

FY21 Projected Budget: \$66.63 M

Investment Portfolio Areas:

- Advanced Microcircuit Emulation (AME)
- Battery Network (BATTNET)
- Casting PRO-ACT (CASTING)
- Forging PRO-FAST (FORGING)
- Military Unique Sustainment Technology (MUST)
- Subsistence Network (SUBNET)
- Defense Logistics Information Research (DLIR)
- Additive Manufacturing (AM)



DLA Logistics R&D

Pioneers advanced logistics concepts and business processes that use commercial best practices; develops and demonstrates high payoff technologies that can provide improved performance at lower costs

FY21 Projected Budget: \$9.88 M

Investment Portfolio Areas:

- Weapon Systems Sustainment (WSS)
- Strategic Distribution & Disposition (SDD)
- Supply Chain Management (SCM)
- Energy Readiness Program (ERP)



Small Business Innovation Program

Small Business Innovation Research (SBIR), Small Business Technology Transfer (STTR), Rapid Innovation Fund (RIF)

FY 21 3.6% tax + \$20-30M Projected OSD Funds, 60+ Small Business Projects

Through competitive awards-based programs, SBIP funds small business to develop state-of-the-art, innovative solutions to mission-critical

- Nuclear Modernization
- Supply Chain Innovation
- Force Readiness & Lethality
- Supply Chain Risk Reduction



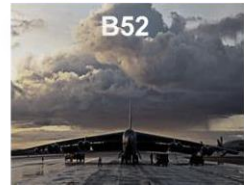
Small Business Innovation Research (SBIR)

NUCLEAR ENTERPRISE MODERNIZATION

Maintain nuclear systems readiness • **Qualify** alternate sources of supply • **Improve** quality of consumable parts • **Increase** materiel availability

AREAS OF INTEREST: Value Engineering, Reverse Engineering, Domestic Small Business Manufacturing, Industrial and Weapon System Innovation

FEATURED EFFORTS & WEAPONS SYSTEMS PRIORITIES



B52



SSBN



ALCM



ICBM

FORCE READINESS & LETHALITY

Improve life cycle performance through technological advancement, innovation and reengineering • **Mitigate** single points-of-failure that threaten the readiness of weapons systems used by our Warfighters

AREAS OF INTEREST: Re-engineering, Value Engineering, Advanced Manufacturing, Performance Improvement, Weapon System Innovation

FEATURED EFFORTS



UH-1Y



MK-48



H-60



NC3

SUPPLY CHAIN INNOVATION

Improve lead times • **Reduce** lifecycle costs • **Maintain** a secure and resilient supply chain • **Provide** opportunities for small business industrial base to enhance supply chain operations with technological innovations.

AREAS OF INTEREST: Additive / Advanced Manufacturing Technologies, Sensor Technologies, Block Chain, Covid-19, Distribution, Virtual Reality, Warehouse Robotics

FEATURED EFFORTS



ADDITIVE MANUFACTURING



TROOP SUPPORT



DISTRIBUTION



DISPOSITION

SUPPLY CHAIN RISK REDUCTION

Secure the microelectronics supply chain • **Develop** a domestic supply of rare earth elements • **Adopt** industrial base best practices associated with counterfeit risk reduction

AREAS OF INTEREST: Track & Trace Technologies, Domestic Sources of Strategic Materials, Rare Earth Separations and Recycling Technologies, Anti-Counterfeit / Anti-Tamper Technologies

FEATURED EFFORTS



TRACK & TRACE TECHNOLOGIES



STRATEGIC MATERIALS



ANTI-COUNTERFEIT / ANTI-TAMPER SOLUTIONS

J68 R&D Rainmaker. 80 Plus Small Business Projects: \$4.6M DLA and \$34.9M OSD Investment Over \$39.5M leveraged and invested to Grow DLA's Industrial Base in 2020



NUCLEAR ENTERPRISE SMALL BUSINESS IMPACT

DLA's Oldest MICAP

ICBM RF Coaxial Cable: Reduced lead time from 5 years to less than 6 months by qualifying COTS cable



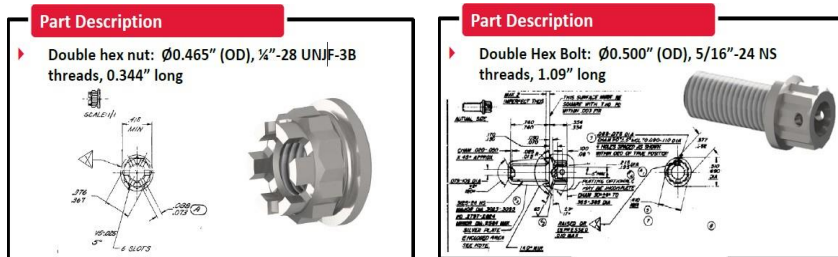
#1 Nuclear Enterprise Priority

Air Launched Cruise Missile (ALCM): Replaced Williams International as the sole source of supply



Declining OEM Support

B52 TF33 Pratt & Whitney Engine: Qualifying over 100 engine NSNs through small business



Diminishing Sources of Supply

SSBN NSNs: Developing new source of supply to replace McNab through small business





Broad Agency Announcements (BAA) Opportunities

SBIR 20.3 STTR 20.C

Requirement
Planning
7/22/20

Pre-Release
8/25/20

Open
9/23/20

Close
10/22/20

Evaluations
1/20/21

Awards (NLT)
4/20/21

SBIR 21.1 STTR 21.A

Requirement
Planning
10/20/20

Pre-Release
12/8/20

Open
1/14/21

Close
2/18/21

Evaluations
5/18/21

Awards (NLT)
8/18/21

SBIR 21.2 STTR 21.B

Requirement
Planning
3/20/21

Pre-Release
4/21/21

Open
5/19/21

Close
6/17/21

Evaluations
9/17/21

Awards (NLT)
12/17/21

SBIR 21.3 STTR 21.C (Tent)

Requirement
Planning
7/24/21

Pre-Release
8/25/21

Open
9/23/21

Close
10/22/21

Evaluations
1/22/22

Awards (NLT)
4/22/22

For Topics visit: <https://sbir.defensebusiness.org/>



DLA Key Resources for Small Businesses

Office of Small Business Programs (OSBP)

DLA OSBP Email: DLAHQSmallBusiness@dla.mil

DLA OSBP Phone Number: 571-767-0192

DLA OSBP Team: <https://www.dla.mil/SmallBusiness/Contact/>



DLA Innovation Research: <https://www.dla.mil/SmallBusiness/SmallBusinessInnovationPrograms/>

Monthly Outreach Sessions: Our monthly virtual outreach efforts are focused on improving points of entry, recruiting viable participants in our supply chains or service centers and diversifying our vendor base to meet our goals for the small business program.

The program is designed to attract and enable small businesses to address manufacturing and industrial base challenges, with focus on increasing the number of unique small businesses participating in DLA acquisitions.

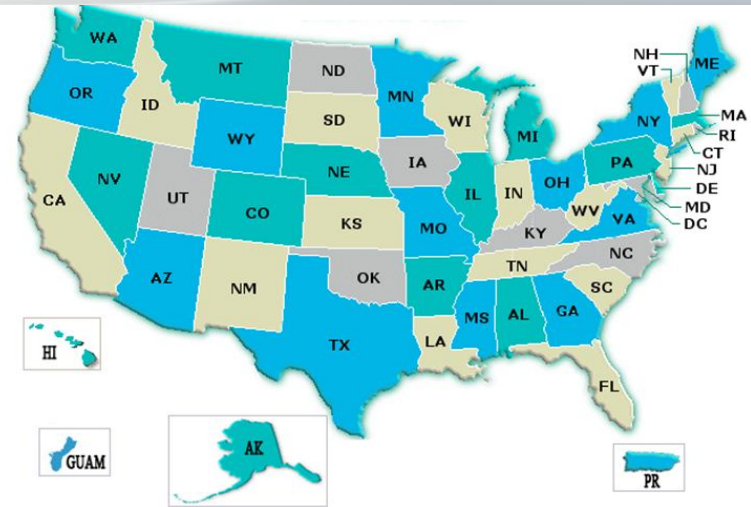
For additional information, please visit:

<https://www.dla.mil/SmallBusiness/>



Procurement Technical Assistance Program

- ❖ The PTAP is operated and managed by the DLA Office of Small Business Programs and under the program, on behalf of DoD, DLA OSBP issues cooperative agreements to establish Procurement Technical Assistance Centers (PTAC)- a nationwide network of community-based centers.
- ❖ The PTACs helps generate new procurement suppliers for the DoD and federal agencies, resulting in a stronger industrial base, greater competition, and higher-quality goods at lower cost for the taxpayer.



How PTACs Support:

- Training related to contracts and procurement opportunities with DoD, other federal agencies, state and local govts
- Identify prime & subcontracting opportunities
- Understanding procurement procedures, requirements, rules, statutes, clauses and regulations
- Assisting with various procurement registrations processes SAM, DSBS, DIBBS, NSN.
- Assisting with potential suppliers preparing and submitting bids & proposals
- Facilitating government stakeholder introductions

To Locate Your Local PTAC Visit:

<https://www.dla.mil/SmallBusiness/PTAP/PTAC/>

