



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

DLA LAND AND MARITIME

Doing Business With DLA





DLA's Mission

Supporting the Warfighter

DLA is DoD's largest logistics combat 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.





Scope of DLA Customer Support

- Worldwide Presence:
 - 28 countries and 48 states
- DLA provides over \$38 Billion in sales and revenue.
- Ranks DLA in top 15th percentile of the Fortune 500
- Supports nearly 2,430 weapon systems
- Managing 5.3 Million separate line items via nine supply chains
- Processes on average 100,000 requisitions & 10,000 contract actions per day
- Foreign Military Sales
 - Supporting 110 Allied Nations





DLA Overview... Global Supply Chains

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



DLA Supply Centers (Major Buying Activities)

DLA LAND & MARITIME
Columbus, OH



DLA AVIATION
Richmond, VA



DLA TROOP SUPPORT
Philadelphia, PA



DLA ENERGY
Fort Belvoir, VA



Defense Supply Centers





DLA Supply Centers

DLA Land and Maritime

401 N YEARLING ROAD
COLUMBUS, OH 43213-1152

TEL: (614) 692-3541 or
1-800-262-3272

Web Site:

www.landandmaritime.dla.mil

DLA Troop Support

700 ROBBINS AVENUE
PHILADELPHIA, PA 19111-5092

TEL: (215) 737-2321 or
1-800-831-1110

Web Site:

www.troopsupport.dla.mil

DLA Aviation

8000 JEFFERSON DAVIS HWY
RICHMOND, VA 23297-5124

TEL: (804) 279-3287 or
1-800-227-3603

Web Site:

www.aviation.dla.mil

DLA Energy

8725 JOHN KINGMAN DRIVE
FT. BELVOIR, VA 22060-6221

TEL: (703) 767-9400 or
1-800-523-2601

Web Site:

www.energy.dla.mil



Before You Can Sell To DLA

1. **Get a D-U-N-S number** - Dun & Bradstreet (1-(888) 347-0475)

Register for your free DUNS number at <http://www.dnb.com/>

2. **Register in SAM to get a Commercial And Government Entity (CAGE) code.**

www.sam.gov

3. Register in DLA Internet Bid Board System (DIBBS)

<https://www.dibbs.bsm.dla.mil>

4. List your small business in the **Dynamic Small Business Database**. Like the SAM, this is a search engine for buyers, a marketing tool, and a link to procurement opportunities:

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm



Additional DLA Buying Activities

DLA Contracting Services Office (DLA CSO)

- To provide DLA enterprise IT products, services and infrastructure support
- DLA CSO solicitations can be found on either Federal Business Opportunities (www.fbo.gov) or on GSA eBuy (opened to GSA Federal Supply Schedule contractors only) via the following prefixes:

SP4701 DLA CSO Philadelphia, PA

SP4702 DLA CSO Columbus, OH

SP4703 DLA CSO Richmond, VA

SP4705 DLA CSO DLA HQ Ft. Belvoir, VA

SP4706 DLA CSO Energy Ft. Belvoir, VA

SP4707 DLA CSO Battle Creek, MI

- For more information:

DCSO.smallbusiness@dla.mil



Additional DLA Buying Activities

DLA Distribution, New Cumberland, PA

- Worldwide network of 25 distribution depots
- <https://www.ddc.dla.mil/businessopportunities/default.aspx>

DLA Disposition Services, Battle Creek, Mich.

- DODs provider of choice for worldwide reuse, recycling and disposal solutions
- <http://www.dispositionservices.dla.mil/newproc/smallbusiness.shtml> and
<http://www.dispositionservices.dla.mil/newproc/index.shtml>



Additional DLA Buying Activities

DLA Strategic Materials, Ft. Belvoir, VA

Manages the strategic and critical raw material stockpile that supports national defense needs

<http://www.strategicmaterials.dla.mil/Pages/default.aspx>

DLA Document Services, Mechanicsburg, PA

Provides professional printing, copying, duplicating, scanning, imaging, document conversion, CD-ROM, and web services to the Defense Department and the Federal Executive Branch.

- Business opportunities are posted on either GSA eBuy or FedBizOps.

<http://www.documentservices.dla.mil/index.html#2>



DLA Acquisition Regulations

- 1. Federal Acquisition Regulation (FAR)**
 - Governs the “acquisition process”
 - Regulates government personnel activities
 - Codified at Title 48, Chapter 1 of the United States Code of Federal Regulations
- 2. Defense Federal Acquisition Regulation Supplement (DFARS) – DoD FAR supplement**
- 3. Defense Logistics Agency Directive (DLAD)**



How DLA Supply Centers Buys

85% of our solicitations are AUTOMATED
via

DLA Internet Bid Board System

- <https://www.dibbs.bsm.dla.mil>
- These procurements are system generated, web based, evaluated and awarded by the computer.
- Automated procurements have a T or U in the 9th position of the solicitation number. (Ex. SPE7M114T0123)
- 15% of NSNs actively purchased are 1G items.



National Stock Numbers

NSN's are the Government's part numbers

<http://www.dla.mil/LandandMaritime/Business/SmallBusiness.aspx>

Halfway down, click on Manufacturers Capability Survey hyperlink.



Capability Survey

CAPABILITY STATEMENT FOR DEFENSE SUPPLY CENTER COLUMBUS			
Company Name:		CAGE Code:	
POC's Name:		DUNS #:	
Address:		Position:	
City, St., Zip:		Office Phone:	
Email:		Fax:	
		Date:	
SMALL BUSINESS SOCIO-ECONOMIC PROGRAM CLASSIFICATIONS			
Small Business	HUBZone Certified	NIB / Source America	
Small Disadvantaged Business	Service Disabled Veteran Owned	Economically Disadvantaged Woman Owned SB	
Woman Owned Small Business	8(a) Program		
INDUSTRY FOCUS What industry is the main focus of your manufacturing capabilities? (mark any that apply)			
Maritime	Automotive / Land Vehicles	Electronics	Aerospace
COMMODITY FOCUS: (Mark type of commodities manufactured)		List Other Commodities:	
Structural Components	Pumps / Valves		
Power train Components	Pneumatics / Hydraulics		
Suspension Components	Plumbing / Fixtures		
Fuel System Components	Gun / Weapon Parts		
Steering / Axle Components	Tubes / Hoses		
Arresting / Braking Systems	Electrical / Electronic		
PROCESS CAPABILITIES: (Mark all that apply)		List Other Processes:	
Casting	Extrusions		
Forging	Packaging		
Stamping	Plating		
Grinding	Electronic / Electrical Assembly		
Screw Threads	Tooling / Pattern Making		
Machining	Surface Treatment		
Welding	Painting		
Assembly	CARC Paint		
Kitting	Coatings & Corrosion Treatment		
Sewing	Sheet Metal		
MATERIAL CAPABILITIES (Mark all that apply)		Any Additional Capabilities:	
Steel (Carbon)	Precious Metals		
Stainless Steel	Hastelloy		
Tool Steel	Inconel		
Armor Plate	Monel		
Cast Iron	Powdered Metals		
Aluminum	Fabric		
Copper	Rubber		
Bronze	Plastic		
Brass	Ceramic		
Titanium	Composite		
Nickel	Glass		
MANUFACTURING CAPABILITIES OR LIMITATIONS (i.e. Dimensions, Tolerances, etc...)			
1		4	
2		5	
3		6	
EQUIPMENT LIST [(# of), #-axis, Make/Model, Type, CNC/Manual, Press & Crane Tonnage), (xyz), dia x length]			
1		11	
2		12	
3		13	
4		14	
5		15	
6		16	
7		17	
8		18	
9		19	
10		20	
Military or Industry Certifications / Quality Systems in Place:			
1		4	
2		5	
3		6	
OTHER INFORMATION (eg: FSCs – NAICS – Web site – Overflow of other sections): AREA EXPANDS			
How many Axes' is your machinery capable of maximizing?			
Web:			
FSCs:			



Free Supplier Training Hosted by DLA Land and Maritime

Doing Business With DLA:

- Getting Started
- Assistance in your area (PTACs)
- Small Business Programs
- Quoting on DLA EBS DIBBS
- Alternate Offers – how to get approved
- Understanding quality requirements
- Packaging – what the government wants
- How to get Drawings
- Payment Processing
- And much more!

<p>Trainning</p> <p>Knowledge</p> <p>Opportunities Free Seminars</p>	
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2015 TKO Seminar Schedule
Oct 20-21, 2015

Seating is limited – make reservation at:

<http://www.landandmaritime.dla.mil/news/events/tko/>



Common Solicitation Types at DLA Supply Centers

- Request for Quotations - Under \$150,000
 - Most common type - Average award is <\$4,000
 - Generally quoted directly on our DIBBS web site
 - 30 - 35% are awarded without human intervention
- Request For Proposals (RFPs) - over \$150,000
 - Located on fedbizopps <https://www.fbo.gov>
 - Solicitation must be filled in by hand and returned to DSCC by a specific time and date
 - Proposals may be negotiated



How DLA Supply Centers Buy

1. Approved CAGE Code & Part Number

Manufacturer(s) already approved

Approved source(s) for dealers and distributors

2. Fully Competitive

Bidsets and Drawings Available

3. Source controlled via approved sources

4. Qualified Products/Manufacturers Lists (QPLs/QMLs)



What is on DIBBS?

<https://www.dibbs.bsm.dla.mil/>

DLA Internet Bid Board System (DIBBS):

- View solicitations and submit quotes
- View RFPs
- View Long Term Contracts Opportunities
- View provisions, clauses and packaging specs
- View award history
- Access drawings and technical data (cFolders)
- Access Forecast (estimate) Information (Supplier Requirements Visibility Application or SRVA)
- Access the Past Performance Information Retrieval System (PPIRS)
 - Your performance score used in award decisions – Know it!



DIBBS Home Page

<https://www.dibbs.bsm.dla.mil/>

The screenshot shows the DIBBS Home Page with several sections:

- Help:**
 - On-Line Help: [Frequently Asked Questions ~ FAQ](#), [DIBBS On-Line Quoting Help](#), [Batch Quoting Help](#)
 - Feedback
- Solicitations:**
 - Requests for Quotation (RFQ): [Batch Quoting](#), [Submitted Quote Searching](#)
 - Requests for Proposal (RFP) / Invitation For Bid (IFB)
 - Other DLA Opportunities (FedBizOpps)
- References:**
 - Global Search
 - Master Solicitation Documents
 - Regulation Extracts used for DIBBS quoting
 - Virtual Library
 - Vendor Performance
 - Automated Best Value System (ABVS)
 - Past Performance Information Retrieval System (PPIRS)
 - Supplier Requirements Visibility Application (SRVA)
- Vendor Registration:**
 - Vendor Registration
 - Registration Guidelines
- Awards:**
 - Awards
 - Subsistence Market Ready Orders
 - Post Award Request (PAR) - PAR allows register users the ability to make requests on contract and modifications.
 - Other DLA Awards (FedBizOpps)
- Technical Data:**
 - DLA Collaboration Folders (cFolders)
 - DLA Packaging
 - DoD Specifications and Standards
 - Military Engineering Data Asset Locator System
 - Federal Stock Classes (FSC) managed by DLA
- Notices:**

Topic	Posted
Medical Supplies for Overseas Shipment	11-21-2011
DLA Land and Maritime Material Cost Reduction Initiative - Savings First Quarter of FY12	01-31-2012
C and E Troop Support Lumber Day	01-30-2012

FAQs

REGISTRATION

REFERENCES

NOTICES



RFQ Database Search

- NATIONAL STOCK NUMBER
- FEDERAL SUPPLY CLASS
- SOLICITATION NUMBER
- PURCHASE REQUEST
- NOMENCLATURE
- APPROVED PART NUMBER
- APPROVED CAGE CODE



DIBBS Search

DIBBS RFQ Search Results - Windows Internet Explorer provided by Defense Logistics Agency

https://www.dibbs.bsm.dla.mil/Rfq/RfqRecs.aspx

Records Found: 106

Pages: 1 2 3

Click on Solicitation number to view document.

#	NSN/Part Number	Nomenclature	Technical Documents	Solicitation	RFQ/Quote Status	Purchase Request	Issued	Return By
1	5965-00-069-2723	HEADSET, ELECTRICAL	Tech Docs	SPM7M9-12-Q-0474 » Package View SB	Open Q quote	0044613008 Qty: 97	01-30-2012	02-13-2012
2	5965-00-137-9285	BOOM, MICROPHONE	None	SPM7M9-12-T-6807 » Package View	Open Q quote	0044727595 Qty: 36	02-03-2012	02-17-2012
3	5965-00-234-0219	HEADSET-MICROPHONE	None	SPM7M9-12-T-3263 » Package View	Open Q quote	0044094466 Qty: 10	12-05-2011	12-19-2011
4	5965-00-240-3819	ARM, MICROPHONE	Tech Docs	SPM7M0-11-T-H380 » Package View	Open Q quote	0042779142 Qty: 10	08-15-2011	08-29-2011
5	5965-00-296-1808 <i>Mil-Spec</i>	LOUDSPEAKER, PERMANENT	Tech Docs	SPM7M9-12-Q-0469 » Package View SB	Open Q quote	0044638848 Qty: 165	02-03-2012	02-17-2012
6	5965-00-359-9769	MICROPHONE, DYNAMIC	Tech Docs	SPM7M0-12-Q-0174 » Package View	Open Q quote	0043082985 Qty: 15	02-10-2012	02-16-2012
7	5965-00-421-6440	HEADSET-MICROPHONE	None	SPM7M9-12-T-2820 » Package View	Open Q quote	0043968609 Qty: 15	11-18-2011	12-02-2011
8	5965-00-445-1381	HOLDER, MICROPHONE	None	SPM7M9-12-T-7049 » Package View	Open Q quote	0044766126 Qty: 56	02-09-2012	02-23-2012
9	5965-00-486-7902	LOUDSPEAKER, PERMANE	None	SPM7M9-11-T-Q828 » Package View	Open Q quote	0043353568	08-26-2011	10-14-2011
10	5965-00-661-0469	MICROPHONE ELEMENT	None	SPM7M9-12-Q-0506 » Package View	Open Q quote			
11	5965-00-679-9501	HANDSET	Tech Docs	SPM7M9-12-Q-0533 » Package View	Open Q quote			
12	5965-00-790-2441 <i>Mil-Spec</i>	LOUDSPEAKER-MICROPH	Tech Docs *Spec/Std Only	SPM7M9-12-T-6844 » Package View	Open Q quote			
13	5965-00-790-2441 <i>Mil-Spec</i>	LOUDSPEAKER-MICROPH	Tech Docs *Spec/Std Only	SPM7M9-12-T-3419 » Package View	Open Q quote			
14	5965-00-892-1010	HEADSET, ELECTRICAL	None	SPM7M9-12-T-6214 » Package View	Open Q quote			
15	5965-00-905-6895 <i>Mil-Spec</i>	MICROPHONE, MAGNETIC	Tech Docs	SPM7M9-12-Q-0429 » Package View SB	Open Q quote	0044233218 Qty: 116	01-11-2012	01-25-2012

Done

Local intranet | Protected Mode: Off

Note: You can get data or quote from this screen.



DIBBS Solicitation

SPM7M912T6807 - Windows Internet Explorer provided by Defense Logistics Agency

https://dibbs2.bsm.dla.mil/Downloads/RFQ/7/SPM7M912T6807.HTML

File Edit View Favorites Tools Help

SPM7M912T6807

REQUEST FOR QUOTATION (THIS IS NOT AN ORDER)

DLA LAND AND MARITIME
MARITIME SUPPLY CHAIN
PO BOX 3990
COLUMBUS OH 43218-3990

Delivery Date

REQUEST NO.	DATE ISSUED	RETURN BY	DELIVER BY:	PURCHASE REQUEST NUMBER
SPM7M912T6807	02/03/12	02/17/12	AWD DT + 114	0044727595

SOLICITATION POC

BUYER CODE	BUYER NAME	BUYER PHONE	BUYER FAX
CMXA9	DSCC-FMXA.Inquiry@dla.mil	(614) 692-2582	(614) 693-1599

SOLICITATION POC INFORMATION:

QUESTIONS REGARDING THE DLA-BSM INTERNET BID BOARD SYSTEM SHOULD BE E-MAILED to DibbsBSM@dla.mil FOR IMMEDIATE ASSISTANCE, PLEASE REFER TO THE FREQUENTLY ASKED QUESTIONS (FAQS) ON BSM DIBBS AT <https://www.dibbs.bsm.dla.mil/Refs/help/BSMDibbsHelp.htm> OR PHONE 1-877-DLA-CALL (1-877-352-2255).

DISCREPANCIES FOUND IN BIDSETS SHOULD BE E-MAILED TO Dscr.PcmdDistribution@dla.mil ALL OTHER QUESTIONS (SOLICITATION REQUIREMENTS, ITEM DESCRIPTION, AWARD CHOICE, ETC.), PLEASE CONTACT THE BUYER.

Quantity

NSN or Part Number	Unit of Issue	Quantity
5965-00-137-9285	EA	36

Rating	FOB	North American Industry Classification System	Small Business Size Standard

Done

Local intranet | Protected Mode: Off

Solicitation

Buyer

Help

National Stock Number



DIBBS Solicitation

Rating	FOB	North American Industry Classification System	Small Business Size Standard
DOC9	DESTINATION	326220	500

QUOTING INFORMATION

Department of Defense Priorities and Allocations Manual
<http://www.dtic.mil/whs/directives/corres/pdf/440001m.pdf>

QUOTING INFORMATION

THIS BUY IS A CANDIDATE FOR AUTOMATED AWARD. ALL SUBMITTED VIA THE DLA INTERNET BID BOARD SYSTEM (DIBBS) AT <https://www.dibbs.bsm.dla.mil>.

QUOTES \$2500 OR LESS MAY BE AWARDED PRIOR TO RETURN OF QUOTES UNLESS THIS SOLICITATION HAS BEEN DESIGNATED FOR A FAST PAY AWARD.

DFARS 252.225-7001, BUY AMERICAN ACT--BALANCE OF PAYMENT PROGRAM, APPLIES TO ALL QUOTES ABOVE \$2500.

DESTINATION INSPECTION REQUIRED - FAR 52.246-1 APPLICABLE

THIS BUY IS NOT FAST PAY

ITEM DESCRIPTION

NSN or Part Number: 4720-00-061-2080

DO: Critical to National Defense
 DX: Highest National Defense Urgency
 Helps to ensure that products, materials and services needed for defense are expeditiously available



DIBBS Solicitation

Rating	FOB	North American Industry Classification System	Small Business Size Standard
DOC9	DESTINATION	326220	500
QUOTING INFORMATION			
THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE			
QUOTING INFORMATION			
<p>THIS BUY IS A CANDIDATE FOR AUTOMATED AWARD. ALL QUOTES MUST BE SUBMITTED VIA THE DLA INTERNET BID BOARD SYSTEM (DIBBS) AT https://www.dibbs.bsm.dla.mil.</p> <p>QUOTES \$2500 OR LESS MAY BE AWARDED PRIOR TO RETURN DATE UNLESS THIS SOLICITATION HAS BEEN DESIGNATED FOR AUCTIONING.</p> <p>DFARS 252.225-7001, BUY AMERICAN ACT--BALANCE OF PAYMENTS PROGRAM, APPLIES TO ALL QUOTES ABOVE \$2500.</p> <p>DESTINATION INSPECTION REQUIRED - FAR 52.246-1 APPLIES.</p> <p>THIS BUY IS NOT FAST PAY</p>			
ITEM DESCRIPTION			
NSN or Part Number: 4720-00-061-2080			
ITEM DESCRIPTION			

FOB point will be "Destination" or "Origin"

Small Business Size for this NAICS Code



DIBBS Solicitation

SPM70004T0838 - Microsoft Internet Explorer provided by Defense Supply Center Columbus

Address: <https://dibbs2.bsm.dla.mil/Downloads/RFQ/8/SPM70004T0838.html>

Rating	FOB	North American Industry Classification System	Small Business Size Standard
DOC9	DESTINATION	326220	500
QUOTING INFORMATION			
<p>THIS SOLICITATION INCORPORATES THE TERMS AND CONDITIONS SET FORTH IN THE DLA MASTER SOLICITATION FOR AUTOMATED SIMPLIFIED ACQUISITIONS(PART13) JUN2004, REV02</p>			
QUOTING INFORMATION			
<p>DFARS 252.225-7001, BUY AMERICAN ACT--BALANCE OF PAYMENTS PROGRAM, APPLIES TO ALL QUOTES ABOVE \$2500.</p> <p>DESTINATION INSPECTION REQUIRED - FAR 52.246-1 APPLIES.</p> <p>THIS BUY IS NOT FAST PAY</p>			
ITEM DESCRIPTION			
<p>NSN or Part Number: 4720-00-061-2080</p>			
ITEM DESCRIPTION			

Click on DLA Master Solicitation for clauses & provisions

Trusted sites



Conclusion

