



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

DLA LAND AND MARITIME

What's Important

- DIBBS Expertise - Help Provided / Contracting Fields
- Packaging, Inspection Points, FOB Origin
- Drawings / Approved Part Number Buys
- Pricing and Delivery
- Certifications in SAM



Getting Started

- Past Performance Information Retrieval System (PPIRS)
- Best Value Analysis
- Do not take shortcuts or over commit your capabilities
- Product Verification Testing
- Traceability
- Delivery Extension Modifications are Costly
- Packaging, Labeling, RFID



Expectations / Paths Ahead

- DIBBS Vendor Profile - Auto RFQ Alert
- Post Award Request System (PARS)
- Protests – Is it Worth Your Time?
- Electronic Contracting, WAWF, Invoicing and Banking
- Vendor Shipment Module (VSM)
- Involve DCMA / Establish Relationship
- Work with DLA Small Business Office
- Upward Trend in Material Sales
- Be Patient and Persistent



Conclusion

