



Department of Commerce
Innovation is in our nature.



Doing Business with the Defense Logistics Agency For Manufacturers and Suppliers

Aerospace Defense Symposium | May 4, 2017

Today's Objectives

- DLA Overview
- Finding Opportunities
- Basics of Source Approval & QPL/QML
- RPPB Reverse Engineering Program
- Events & Training
- Next Steps



Introduction



Washington State Department of Commerce: Leading the Way in Supporting Top Industries

- The Office of Economic Development and Competitiveness works to support industries of strategic importance, acting as a bridge between government and industry.
- **Sectors** exist within this office, representing the top industries in the state:

Military & Defense

Aerospace

Agriculture

Clean Energy

Forest Products

IT/Communications

Life Sciences &
Global Health

Maritime



Washington's Military & Defense Industry Contributions

- **2nd largest** public employer
- **112,000** active duty, reserve, guard & civilian personnel, **6th** most military populated state
- **607,000** veterans including:
 - **75,000** retirees
 - **91,000** military families
- **\$13 billion dollars** in annual procurement in FY13
- Supported by over **1,900 businesses** across the state
- **Nearly 3% of the state's GDP**

- *1 Statistical Report on the Military Retirement System. (2012 Demographic Report) DoD Office of the Actuary May 2013.*
- *2 Retaining and Expanding Military Missions, Increasing Defense Spending and Investment: Washington State's Importance and Opportunities for the Department of Defense in Achieving its Strategic Initiatives. (WMA Report) Denny Miller Associates, Hyjek & Fix, Inc. Nov. 2012.*
- *3 USAspending.gov*



Military and Defense Sector

Top 3 Items to Focus on in 2015-2017:

- Mitigating Military Downsizing
- Advocate for the Sector (in-state/out-of-state)
- Address challenges and opportunities for growth with focus on base realignment and closure (BRAC)



- State's leading organization supporting the military and defense sector, convened by the Department of Commerce
- Primary point of contact for statewide issues and initiatives to maintain and strengthen the sector in WA
- Provides framework for collaboration between
 - Military and defense infrastructure
 - Military and defense industry
 - Public, private, and social sector partnerships
- Disseminates economic information about defense impact

Defense Industry Adjustment Program

- \$5.8 million grant awarded by the DoD Office of Economic Adjustment
- Goal to understand, support, and respond to the needs of the 1,900 defense contractors in Washington State
- Mapped the defense industry supply chain in Washington State and create a **tool to model effects of changes in defense spending.**
- Provides one-on-one business counseling to help defense contractors strengthen and diversify, works in partnership with Washington PTAC



We Work in Partnership with Washington PTAC

The **Procurement Technical Assistance Center** assists Washington State businesses in selling to federal, state and local governments.

- Finding opportunities to bid
 - Interpreting solicitations and regulations
 - Certifications & registrations
 - Marketing to government buyers
- ...and much more

Services are provided through:

- Workshops
- One-on-one Counseling Sessions
- Matchmaking events
- Optional Bid Match service
(fee-for service)



WASHINGTON PTAC

Serves Washington State Businesses

A program of Thurston Economic Development Council

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Lacey WA 98503

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6: Bates Technical College

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7: Greater Spokane Incorporated

Jessica Kirk

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8: Tri-City Regional Chamber of Commerce

Ashley Coronado

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Overview of DLA



DLA by the Numbers

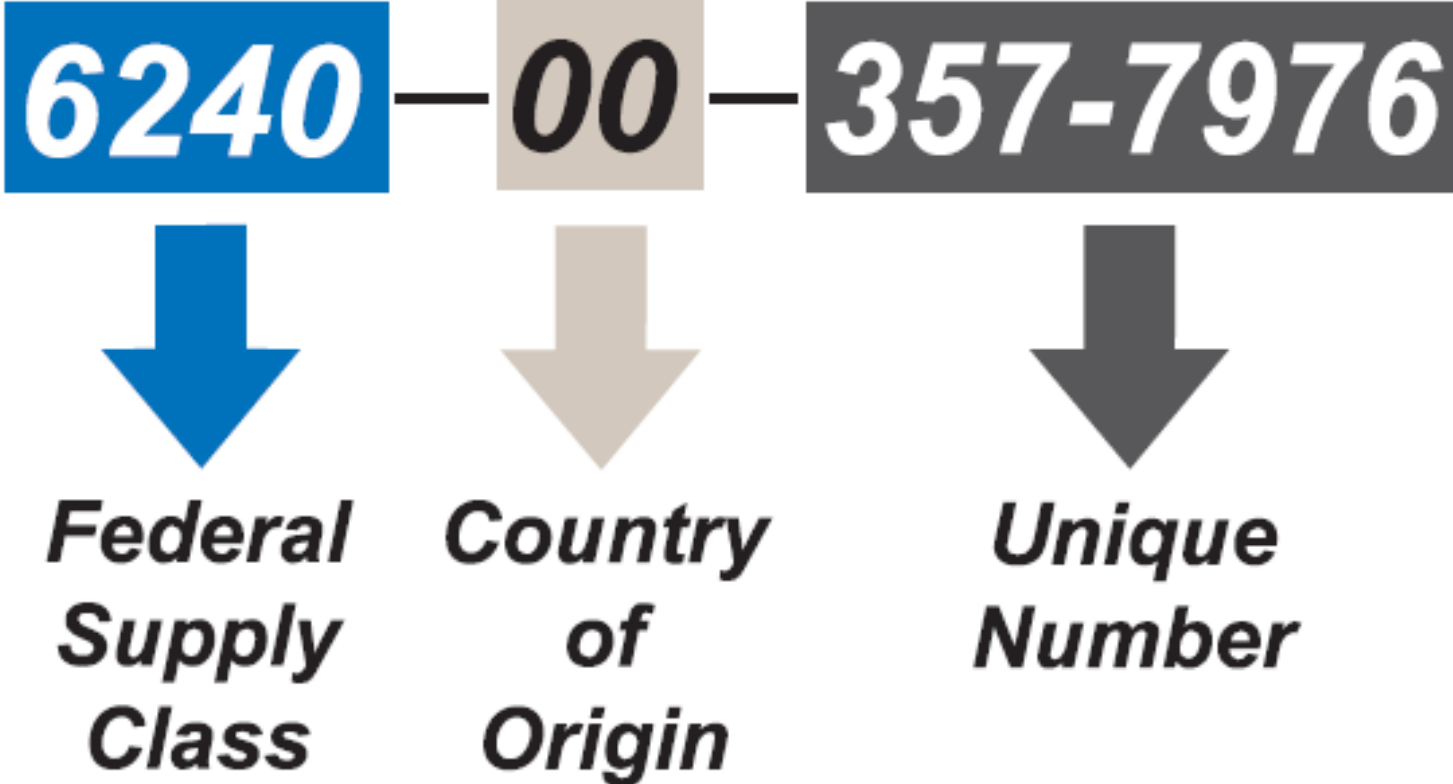
- Worldwide presence, **28** countries and **48** states
- Provides over **\$34 Billion** in goods & services annually
- Supports nearly **2,430** weapon systems
- Manages **5.3 Million** separate line items via **9** supply chains
- Processes an average of **100,000** requisitions & **10,000** contract actions per day
- Foreign Military Sales supporting **110** Allied Nations
- Employs more than **25,000** civilians & military

National Stock Numbers (NSNs)

- Identifying number for products routinely procured, stocked, and stored throughout the federal supply system
- Assigned by DLA Logistics Information Service at the request of military services, some federal and civil agencies, and foreign friendly countries
- Initiated when a non-stocked item is repeatedly ordered or when a new weapons system is being developed
- Manufacturers/suppliers do not have authority to request an NSN
- Search current list of NSNs at <https://catalog.data.gov/dataset/national-stock-number-extract>



NSN Structure



Reference: <http://www.dlis.dla.mil/PDFs/NSN.pdf>



What Does DLA Buy?

www.dibbs.bsm.dla.mil/Refs/fsc.aspx

Note: The following FSCs indicate that either DLA or GSA has been designated as the integrated material manager for one or more consumable items of supply in the FSC. The FSCs that are designated as also being GSA managed are indicated by a ** in the Title block.

Download:  Spreadsheet --  Text File

Federal Supply Classes

FSC	Title
1005	Guns, through 30mm
1010	Guns, over 30mm up to 75mm
1015	Guns, 75mm through 125mm
1020	Guns, over 125mm through 150mm
1025	Guns, over 150mm through 200mm
1030	Guns, over 200mm through 300mm
1035	Guns, over 300mm
1040	Chemical Weapons and Equipment
1045	Launchers, Torpedo and Depth Charge
1055	Launchers, Rocket and Pyrotechnic
1070	Nets and Booms, Ordnance
1075	Degaussing and Mine Sweeping Equipment
1080	Camouflage and Deception Equipment
1090	Assemblies Interchangeable Between Weapons in Two or More Classes
1095	Miscellaneous Weapons
1210	Fire Control Directors
1220	Fire Control Computing Sights and Devices
1240	Optical Sighting and Ranging Equipment
1250	Fire Control Stabilizing Mechanisms
1260	Fire Control Designating and Indicating Equipment
1265	Fire Control Transmitting and Receiving Equipment, except Airborne
1270	Aircraft Gunnery Fire Control Components

Global Supply Chains - AVIATION

Aviation

Richmond

- Aviation Original Equipment Manufacturer (OEM) Items
- Engines & Airframes
- Aviation Supply Chain Commodities



CAPABILITY STATEMENT FOR DLA AVIATION			
Company Name:		CAGE Code:	
POC Name:		Title:	
Office Phone:		Address:	
Email :		Website:	
Are you registered in the DLA Internet Bid Board System (DIBBS)?		YES	NO
Are you a manufacturer or dealer?		Manufacturer	Dealer
SMALL BUSINESS SOCIO-ECONOMIC PROGRAM CLASSIFICATIONS			
Small Business	HUBZone Certified	Economically Disadvantaged Women Owned	
Small Disadvantaged Business	Service Disabled Veteran Owned	Other:	
Women Owned Small Business	8(a) Certified		
Review the Federal Supply Classes (FSC) by supply chain here: DLA FSC List: http://www.dla.mil/HQ/SmallBusiness/Business/WhatDLABuys.aspx			
FSCs of Interest:			
*Do you have reverse engineering capability?		YES	NO
If yes, provide examples below:			
COMMODITY FOCUS: (Mark type of commodities you manufacture, list any additional)			
Aircraft Structural Components	Spill Containment	Aerial Delivery Equipment	

Global Supply Chains – LAND AND MARITIME

Land	Maritime
<i>Columbus</i>	
<ul style="list-style-type: none">• Wheeled Vehicles• Tracked Vehicles 	<ul style="list-style-type: none">• Valves/Hardware• Fluid Handling• Electronics• Motors• Packing/Gaskets
<ul style="list-style-type: none">• Batteries• Nuts & Washers• Converters	

Columbus, Ohio
1-800-262-3272

Quick links:





www.dla.mil/LandandMaritime

[L&M Small Business Office](#)

[L&M Capability Survey](#)

Graphic courtesy of DLA Land and Maritime "Doing Business with DLA."

Global Supply Chains – TROOP SUPPORT

C&T	Medical	Subsistence	C&E
Philadelphia			
<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 

Philadelphia, PA

Quick links:

www.dla.mil/TroopSupport

[Troop Support Small Business Office](#)

*Graphic courtesy of DLA Land and Maritime
"Doing Business with DLA."*

Global Supply Chains - ENERGY

Energy

Ft. Belvoir



Fort Belvoir, Virginia
1-800-523-2601

Quick links:

www.dla.mil/Energy

[Energy Small Business Office](#)

Graphic courtesy of DLA Land and Maritime "Doing Business with DLA."



Finding Opportunities



How DLA Buys - Solicitation Types

Under \$150,000 – Request for Quote

- www.dibbs.bsm.dla.mil
- Average award is <\$4,000
- Cross posted to www.fbo.gov if > \$25,000
- Many are automated awards, no human intervention

Over \$150,000 – Request for Proposal

- www.fbo.gov
- Proposal must be submitted as directed



How DLA Buys - DIBBS

85% of solicitations are automated via DLA Internet Bid Board System (DIBBS) www.dibbs.bsm.dla.mil

- System generated
- Web based
- Evaluated and awarded by computer
- T or U in the 9th position of the solicitation number (i.e SPE7M114**T**0123)
- 15% of NSNs actively purchased are 1G items
 - ✓ Competitive
 - ✓ Data technically suitable & legally clear



What's on DIBBS?

- View solicitations and submit quotes
- DLA Master Solicitation, which contains provisions, clauses and packaging specifications
- Award history
- Drawings and technical data (cFolders)
- Requirements Forecast - Supplier Requirements Visibility Application (SRVA)
- Link to Past Performance Information Retrieval System (PPIRS)
- Too much information to list!



DIBBS At a Glance



The **DLA Internet Bid Board System (DIBBS)** is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

- Help

- [On-Line Help](#)
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
- [Contact Us](#)

- Solicitations

- [Requests for Quotation \(RFQ\)](#)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
- [Requests for Proposal \(RFP \) / Invitation For Bid \(IFB\)](#)
- Other DLA Opportunities
 - [Federal Business Opportunities \(FedBizOpps\)](#)

- Vendor Registration

- [Vendor Registration](#)
- [Registration Guidelines](#)
- [DLA Small Business Programs](#)

- Awards

- [Awards](#)
- [Subsistence Market Ready Orders](#)
- [Post Award Request \(PAR\)](#)
Allows vendors to submit post award requests.
- Other DLA Awards
 - [Federal Business Opportunities \(FedBizOpps\)](#)

DIBBS At A Glance

References

- [Global Search](#)
- [DLA Master Solicitation for Automated Simplified Acquisitions](#) 
- [Defense Logistics Agency Directive \(DLAD\) Procurement Notes](#) 
- [Defense Logistics Agency \(DLA\) Technical and Quality Master List of Requirements](#) 
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- Vendor Performance
[Past Performance Information Retrieval System \(PIRS\)](#) 
- DLA Requirements Forecast
[Supplier Requirements Visibility Application \(SRVA\)](#) 

Technical Data

- [DLA Collaboration Folders \(cFolders\)](#) 
- [DLA Packaging](#) 
- [Defense and Federal Specifications and Standards via ASSIST Quick Search](#) 
- [Military Engineering Data Asset Locator System \(MEDALS\)](#) 
- [Federal Stock Classes \(FSC\) managed by DLA](#)

DLA Small Business Programs

- [DLA Office of Small Business Programs](#) 
Small businesses provide critical resources that contribute to DLA's mission. We are committed to providing all categories of small businesses an opportunity to participate in DLA acquisitions.

• DLA Small Business Offices

• DLA Services Small Business Offices

Accessing Technical Docs Through cFolders

What's available?

- Technical Data associated with open solicitations
- Some Technical Data for other projects not associated with open solicitations

Where do I find cFolders?

- From link on DIBBS home page
- Through RFQ or RFP Solicitation in DIBBS
- Direct Login to cFolders <https://pcf1.bsm.dla.mil/cfolders/>



Accessing Technical Docs Through cFolders

Home | Solicitations | RFQs | RFP/IFB/Non-Quotable RFQs | Tech Data | Downloads | Awards

Navigation: Navigation/Documents - - - - - GO Database Search: Choose Search Value:

Notice: - DLA Land and Maritime Industry Forum Registration Open for all forums through 25 June, 2013 » [Read Notice](#)

Please read notices posted on the [Notices page](#).

Location: Home » Solicitations » RFQs » **Search Results**

[[RFQ Search](#) - [Recent RFQs](#) - [RFQs by Issue Date](#) - [RFQs by Return By Date](#) - [RFQs by FSC](#)] [120] 4/3

Open RFQs where Solicitations: SPE4A113Q0277 sorted by Solicitation Ascending

Record Found: 1

Pages: 1

Click on Solicitation number to view document.

#	NSN/Part Number	Nomenclature	Technical Documents	Solicitation	RFQ/Quote Status	Purchase Request	Issued	Re
1	1550-00-968-0670	DUCT ASSEMBLY	Tech Docs	SPE4A1-13-Q-0277 » Package View SB EProc	Open Quote	0046936350 Qty: 1	04-11-2013	04-2

Pages: 1

Link to cFolders

JCP Certification Restriction

- Export Controlled technical data requires certification under the US/Canadian Joint Certification Program (JCP)
- Submit DD Form 2345 <https://www.dlis.dla.mil/jcp/#>
- Allow 24 hours after certification before trying to access export controlled data

MILITARILY CRITICAL TECHNICAL DATA AGREEMENT <i>(Please read Agency Disclosure Notice and Instructions on back before completing this form.)</i>		OMB No. 0704-0207 OMB approval expires Mar 31, 2019	
MAIL THE ORIGINAL, COMPLETED FORM AND A COPY OF YOUR COMPANY'S INCORPORATION CERTIFICATE, STATE/ PROVINCIAL BUSINESS LICENSE, SALES TAX IDENTIFICATION FORM OR OTHER DOCUMENTATION WHICH VERIFIES THE LEGITIMACY OF THE COMPANY TO:			
U.S./CANADA JOINT CERTIFICATION OFFICE DLA LOGISTICS INFORMATION SERVICE FEDERAL CENTER, 74 WASHINGTON AVE., NORTH BATTLE CREEK, MI USA 49037-3084			
1. TYPE OF SUBMISSION <i>(X one)</i>		<input type="checkbox"/> a. INITIAL SUBMISSION	<input type="checkbox"/> b. REVISION
2. ENTERPRISE OR INDIVIDUAL DATA <i>(Referred to as a "certified contractor" upon acceptance of certification by the U.S./Canada - JCO)</i>			
a. NAME <i>(Name of Enterprise or Individual)</i>		b. ADDRESS <i>(Physical address, including P.O. Box if applicable)</i>	
c. NAME OF SUBSIDIARY/DIVISION/DEPARTMENT			
d. CAGE CODE <i>(Mandatory for Enterprise)</i>			
3. DATA CUSTODIAN			
a. NAME <i>(See Instructions)</i>		b. TELEPHONE NUMBER <i>(Primary Company Number preferred - Include area code)</i>	
c. TITLE		d. E-MAIL ADDRESS	
4. DESCRIPTION OF RELEVANT BUSINESS ACTIVITY <i>(Print or type)</i>			





Approved Sources and Qualified Products & Manufacturers



Controlled Source/Source Approval

Businesses have the opportunity to submit technical data packages for consideration for products requiring source approval through:

- **Alternate Offer** - item currently being solicited
- **Source Approval Request** - item not currently being solicited

Both processes require demonstrating that manufacturer can **competitively** manufacture an item equal or better than the currently approved source in



Technical Data Package Includes:

- Legible and complete copies of all drawings with appropriate signatures
- Technical & product specifications
 - Design
 - Material
 - Performance
 - Form
 - Fit
 - Function
 - Comparison analysis
 - Interchangeability
 - Inspection
 - Quality control
 - Planned testing
 - Other significant characteristics
- Price Proposal
- Additional documentation as directed

DO NOT send product samples with AO/SAR Package



Source Approval Request

Governed by DLAD 52.217.9002 *Conditions for Evaluations and Acceptance of Offers for Part Number Items*

Process varies within different Supply Chains. See program guidance from the specific supply chain you are submitting to.

- [Aviation](#)
- [Land and Maritime](#) (scroll to bottom)



What is an Actual Manufacturer?

An Actual Manufacturer:

- Is the manufacturing entity that provides the plant, equipment, and personnel
- Has the technical rights to manufacture the product on their premises
- Manufactures the item being proposed and has the legal right to supply the proposed product to the Government



What about Dealers and Suppliers?

A dealer or supplier will following instructions for providing **Actual Manufacturer** information in the Alternative Offer/Source Approval Request package, which will include:

- Actual Manufacturer's name, address, county, and CAGE Code
- Required data supporting the Category for which you are applying



Retention of Newly Approved Sources – L&M

- Applies to **DLA Land and Maritime** newly approved source products on an NSN previously bought noncompetitively
- Price must be fair and reasonable but doesn't have to be lowest
- Utilizes Multiple Awards to enhance competition by mitigating entry-detering actions by competitors such as predatory pricing.
- Facilitates new suppliers & competitive sources, particularly U.S. small business manufacturers by leveling the field.
- Good for a minimum of one year post approval



Qualified Products/Manufacturer List Program

- Qualified and monitored sources for parts and components
- Requires technical audit of manufacturer's plant and testing facilities
- Requires qualification testing as outlined by the subject military specification(s)
- Creates a relationship between DLA and manufacturer to ensure continued performance, quality and reliability.
- Requirements and processes vary by Supply Chain

[Land and Maritime](#)

[Aviation](#)

[Troop Support \(Industrial Hardware\)](#)





Reverse Engineering & RPPOB



Reverse Engineering & RPPOB

- Request permission to **reverse engineer** the **Approved Product** from the **Supply Chain's Replenishment Parts Purchase or Borrow Program (RPPOB)** office
- Visually inspect, borrow or purchase DLA stock with the intent of becoming an approved source.
- Approval is granted only if there is evidence that it is in the best interests of the Government
- May result in a **Source Approval Request**



Reverse Engineering & RPPOB

- DLA does not recommend buying OEM products on your own to conduct reverse engineering. Traceability documentation is required without DLA RPPOB program documentation
- Supply chains have their own RPPOB programs through their Engineering Offices

[Aviation](#)

[Land and Maritime](#)

[Troop Support](#)



Upcoming DLA Training Events

DLA Aviation Supplier Industry Day, Richmond, VA

May 16 & 17th

www.dla.mil/Aviation/Business/IndustryResources/Events.aspx

DLA Land and Maritime Training, Knowledge, Opportunities, Columbus, Ohio

May 16-17, September 12-13, November 7-8

<https://landandmaritimeapps.dla.mil/news/events/tko/>

Doing Business with DLA, Seattle WA, held by WA Department of Commerce

May 24 9:00 am

<https://www.eventbrite.com/e/selling-to-the-defense-logistics-agency-tickets-31544657921>



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DLA Land & Maritime Training Slides

<https://landandmaritimeapps.dla.mil/news/events/tko/tkobriefing.aspx>

TKO Presentations

* All presentations are in Adobe PDF format unless otherwise indicated

- [Alternate Offers/Source Approval Requests](#)
- [cFolders: Accessing Technical Data Packages](#)
- [Defense Contract Management Agency Overview](#)
- [DIBBS - Manage User Profile](#)
- [DIBBS - Quoting](#)
- [DIBBS - Solicitation](#)
- [DLA Overview](#)
- [Value Management](#)
- [First Article Test \(FAT\) / Product Lot Test \(PLT\)](#)
- [First Destination Transportation and Packaging Initiative](#)
- [Foreign Acquisition](#)
- [Manufacturing Capabilities Statement](#)
- [Packaging Information and Procedures](#)
- [Past Performance Information Retrieval System](#)

* Additional Information on Doing Business with DLA

- [Acronym Listing](#)
- [Acquisition Code Definitions](#)
- [Alternate Offer/Source Approval Program \(How to Get Your Part Approved\)](#)
- [Commodities Purchased by DLA](#)
- [Document Data Code \(DDC\) Definitions \(for technical documents\)](#)
- [DoD EMALL](#)
- [Life of a PR](#)
- [Preservation/Packaging Guide](#)
- [Prospective Offeror's Guide to Preaward Surveys](#)
- [Qualification Program](#)
- [FSC to NAICS Cross Reference Listing](#)

* Doing Business with DLA Training Videos

Your Next Steps

- ✓ Explore the webpage and small business page for the supply chain you think might be applicable
- ✓ Register on DIBBS
- ✓ Review award data and SRVA forecast
- ✓ Review the DLA Master Solicitation
- ✓ Contact WA Commerce's [Military and Defense Sector](#) or [Washington PTAC](#) for follow-up assistance!



What haven't we covered?

Registering in DIBBS

First Destination
Transportation

ECAT

First
Article
Testing

DOD EMAIL

Pre Award Surveys

Packaging

Supply Chain
Specific Info

Navigating
cFolders

Non-manufacturer Rule

Navigating DIBBS



Doing business with DLA is complex and
can be confusing.

Contact Commerce's Defense Business
Development Manager or WA PTAC
for help specific to your business!





Department of Commerce
Innovation is in our nature.

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QUESTIONS?

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Resources/Citations

<https://landandmaritimeapps.dla.mil/news/events/tko/tkobriefing.aspx>

www.dla.mil/AtaGlance.aspx

www.dlis.dla.mil/PDFs/NSN.pdf

www.dla.mil/aviation

www.dla.mil/landandmaritime

www.dla.mil/troopsupport

www.dla.mil/energy

