



Doing Business with the Defense Logistics Agency

The Defense Logistics Agency (DLA) is the Department of Defense's (DOD) logistics combat support agency. Our mission is to provide best value integrated logistics solutions to America's Armed Forces and our Interagency Customers in peace, during national disasters/emergencies and in war, around the clock, in the homeland, and around the world. DLA supplies its military and civilian agency customers with critical resources needed to accomplish worldwide missions.

The DLA Office of Small Business Programs (OSBP) provides training, guidance, and strategies that maximize opportunities for small businesses so they can participate in DLA's acquisition program. OSBPs are located at each DLA procuring activity. They advise and assist contracting, program manager, and requirements personnel on matters affecting small firms. Companies interested in doing business with DLA should:

1. **Understand DLA** – Visit the DLA small business website <http://www.dla.mil/HQ/SmallBusiness>. You will find the detailed small business guide, "Overview for New Vendors" and the helpful, "Doing Business with DLA" brochure.
2. **Obtain a DUNS Number** – A DUNS number is a nine-digit number that uniquely identifies your business.. It is required by the government, major financial institutions, corporations, trade associations and more. Go to <http://www.dandb.com/free-duns-number/> or call 1.800.700.2733 to obtain a DUNS Number.
3. **Register in SAM.** SAM contains a nationwide electronic database of firms that do business with the Federal Government. Any firm interested in doing business with DOD must be registered in SAM: <https://www.sam.gov>
4. **Visit your local Procurement Technical Assistance Center (PTAC).** PTACs are a local resource that can assist businesses with marketing their products and services to DOD, other Federal agencies, and State and local governments. Their services are available at no or minimal cost: <http://www.dla.mil/HQ/SmallBusiness/PTAP.aspx>
5. **Explore DLA Internet Bid Board System (DIBBS).** A web-based application that provides the capability to search for, view, and submit secure quotes on Requests for Quotations (RFQs) for DLA items of supply. DIBBS also allows users to search and view Requests for Proposals (RFPs), Invitations for Bid (IFBs), awards and other procurement information related to DLA. <https://www.dibbs.bsm.dla.mil/default.aspx>
6. **Use Resources.** When doing research, use websites that provide information helpful for targeting the agencies that buy what you sell: www.fbo.gov; <https://www.fpds.gov>; www.usaspending.gov; www.acquisition.gov; <http://www.acq.osd.mil/osbp/index.shtml>; www.osdbu.gov; www.sba.gov

DLA Office of Small Business Programs Contact Information:

Main Line, 703-767-0192

Amy Sajda, Director, Office of Small Business Programs, (703) 767-0192

Trish Culbreth, Deputy Director, Office of Small Business Programs, (703) 767-1657

DLA Small Business Program Offices:

DLA AVIATION, John Henley, 804-279-6330, john.henley@dla.mil

DLA CONTRACTING SERVICES OFFICE, Rosita Carosella, 215-737-8514, DCSO.SmallBusiness@dla.mil

DLA DISPOSITION SERVICES, Sheryl Woods, 269-961-4071, sheryl.woods@dla.mil

DLA DISTRIBUTION, Cathy Hampton, 717-770-7246, cathy.hampton@dla.mil

DLA DOCUMENT SERVICES, Rosita Carosella, 215-737-8514, DCSO.SmallBusiness@dla.mil

DLA ENERGY, Greg Thevenin, 703-617-1452, Gregory.thevenin@dla.mil

DLA LAND & MARITIME, Coleen McCormick, 614-692-6815, DSCC.bcc@dla.mil

DLA STRATEGIC MATERIALS, E.B. Easter, 703-767-5402, ernest.easter@dla.mil

DLA TROOP SUPPORT, Michael McCall, 215-737-2321, michael.mccall@dla.mil