

# Defense Industrial Supply Chain Summit

Oct 29-30, 2024  
Charlotte, NC

## Hosted by:

Office of Senator Thom Tillis

Office of Senator Ted Budd

NC Military Business Center

NC Defense Technology Transition Office





## **Sustaining Supply Chain for Ground Vehicles & Maritime Systems (Agency)**

### **Speakers:**

- **Rick Gilmore, Regional Business Development Professional (Triad), North Carolina Military Business Center**
- Captain Dale Haney, Director, DLA Maritime Supplier Operations, Defense Logistics Agency, Land and Maritime
- Donald Schulze, Deputy Director, DLA Land Supplier Operations, Defense Logistics Agency, Land and Maritime
- Captain Andrew T. Pecora, Commander, USCG Surface Forces Logistics Center

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# DEFENSE LOGISTICS AGENCY

*Established 1961*



## **Sustaining Supply Chain for Aerospace & Armament Systems (Agency)**

**Donald L. Schulze, Deputy Director, Land Supplier Operations – DLA Land & Maritime**  
**Kelly E. Watts, Director, Supplier Operations Commodities – DLA Aviation**  
**October 30, 2024**

**THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY**





# DLA TRANSFORMS – A Call to Action –

## DEFENSE LOGISTICS AGENCY STRATEGIC PLAN 2025 – 2030



### MISSION

Drive and sustain Warfighter readiness by delivering unmatched global support as the Nation's Logistics Combat Support Agency.

### VISION

DLA delivers agile, adaptive, and resilient logistics support across the continuum of conflict.

### TRANSFORMATION IMPERATIVES

**Build Organizational Agility**  
Through Our People and Culture

**Calibrate Resilient and Responsive Logistics Solutions**  
in Support of Military Readiness

**Enhance Support to Integrated Deterrence** Across the Continuum of Conflict in Contested Logistics Environments

**Lead Logistics Interoperability** Across the Department, Allies, Whole of Government, and Industrial Base

PEOPLE

PRECISION

POSTURE

PARTNERSHIPS

### DLA VALUES

RESPECT

TRUST

SERVICE

EXCELLENCE

INNOVATION

### OPERATING PRINCIPLES

AGILITY

TRANSPARENCY

READINESS

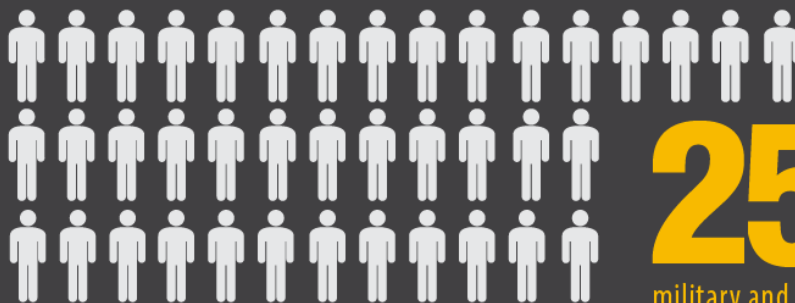
EMPOWERMENT


COLLABORATION

DATA DRIVEN

DEFENSE LOGISTICS AGENCY

# QUICK FACTS



**DLA**  
employs about  
**25,000**  
military and civilian personnel  ~623 personnel

## 6 MAJOR SUBORDINATE COMMANDS

- DLA AVIATION**  
 Manages the supply chain for aviation weapons systems repair parts, flight safety equipment, maps, consumable hardware, environmental products and industrial plant equipment.
- DLA TROOP SUPPORT**  
 Manages the supply chains for food, textiles, construction material and medical supplies and equipment, including pharmaceuticals.
- DLA DISPOSITION SERVICES**  
 Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.
- DLA LAND AND MARITIME**  
 Manages the supply chain for ground-based and maritime weapons systems repair parts, consumable hardware, small arms parts and fluid-handling systems.
- DLA ENERGY**  
 Manages the supply chain for petroleum and lubrication products, alternative fuel and renewable energy, aerospace energy; provides fuel quality and technical support, fuel card programs and installation energy services.
- DLA DISTRIBUTION**  
 Provides storage and distribution solutions and management, transportation planning and management, logistics planning and contingency operations; operates a global network of distribution centers.

## MANAGES MULTIPLE SUPPLY CHAINS



ABOUT  
**FIVE MILLION**  
LINE ITEMS

AND PROVIDED MORE THAN  
**\$47.1B**  
IN GOODS AND SERVICES FOR FY2023

## DLA REGIONAL COMMANDS

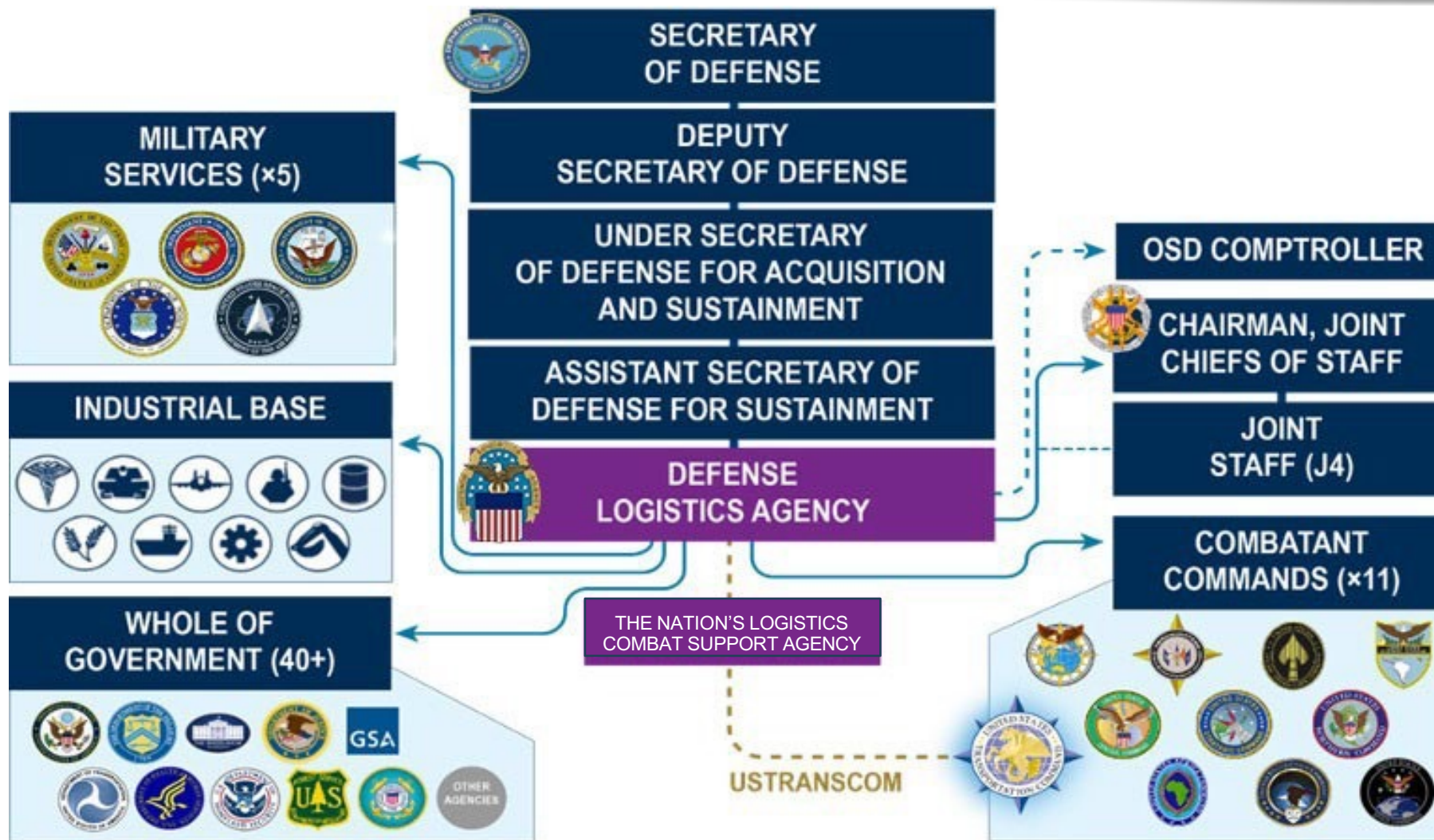
**DLA EUROPE & AFRICA** HQ: Kaiserslautern, Germany  
 The agency's primary liaison to U.S. European Command, NATO and U.S. Africa Command, providing a unified DLA interface for warfighters throughout the areas of responsibility.

**DLA CENTCOM & SOCOM** HQ: MacDill Air Force Base, FL  
 The agency's primary liaison to U.S. Central Command and U.S. Special Operations Command, providing a unified DLA interface for warfighters throughout the area of responsibility.

**DLA INDO-PACIFIC** HQ: Joint Base Pearl Harbor / Hickam, HI  
 The agency's primary liaison to U.S. Indo-Pacific Command, U.S. Forces Korea, U.S. Forces Japan and U.S. Alaskan Command, providing a unified DLA interface for warfighters throughout the area of responsibility.



# DLA Relationships







- One stop shop for vendors to obtain guidance on how to do business with DLA
- Types of Content Available
  - Accessing DIBBS
  - How to read a RFQ/Solicitation/Delivery Order/Contract
  - How to register/renew/create a CAGE in SAM
  - Contracting Terminology
  - Invoicing
  - Packaging
  - Submitting a PAR

<https://www.dla.mil/Vendor-Information-Hub>







## **Provides global airpower supply solutions**

### **AVIATION: CLASS IX**

- Turbine engine components
- Air frame structural parts
- Flight safety equipment
- Electrical components
- Aviation lighting
- Bearings
- Commodities
- Cables
- Hardware

### **ADDITIONAL DLA AVIATION SERVICES**

- Maps
- Environmental products
- Packaged petroleum
- Industrial gases
- Industrial plant equipment

### **OPERATIONAL AND INDUSTRIAL SUPPORT**





## Provides global Land and Maritime supply chains

### LAND: CLASS IX

- Wheeled, tracked and heavy vehicle parts
- Vehicle maintenance kits
- Power transmission, engine and suspension components
- Tires
- Batteries
- Small arms parts



### MARITIME: CLASS IX

- Valves
- Fluid handling
- Electrical/electronics
- Motors
- Packing/gaskets

### CONSUMABLE HARDWARE: CLASS IX

- Consumable repair parts
- Fastening devices
- Miscellaneous hardware





## **Sustaining Supply Chain for Ground Vehicles & Maritime Systems (Agency)**

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# Surface Forces Logistics Center

SFLC exists to Support the Fleet

Info Brief:

# SFLC Overview

Date: October 2024

Presenter: United States Coast Guard



Assistant Commandant for  
Engineering and Logistics (CG-4)



- What is SFLC?
- SFLC Organization
- Where are we located
- Where is our work performed
- Technology Demo Avenues
- Parts and Supply Chain Challenges and Opportunities
- Doing Business with the Government
- Active and Searchable Registration
- Research Contract Opportunities (APFS)
- Small Business Vendor Outreach





# SFLC Exists to Support the Fleet



## SFLC Mission

Provide Surface Fleet assets with:

- Depot Level Maintenance
- Engineering
- Information Services
- Cybersecurity
- Supply

to support Coast Guard mission execution, worldwide.

**Assets Supported**

**242 Cutters**

**1,745 Boats**

**~1,300 Maintenance Projects Annually**

**Cutters: ~ 450**  
 Dry Dockings: 50-70  
 Docksidings: 100-120  
 Overhauls: 250-300  
**Boats: ~ 850**



### Routine Maintenance

Executing a multi-yr cycle of DD & DS availabilities for cutters & boats.

**POLAR STAR** at Mare Island Dry Dock in Vallejo, CA.



### Emergency Maintenance

Ready to quickly repair broken assets & return them to operations.

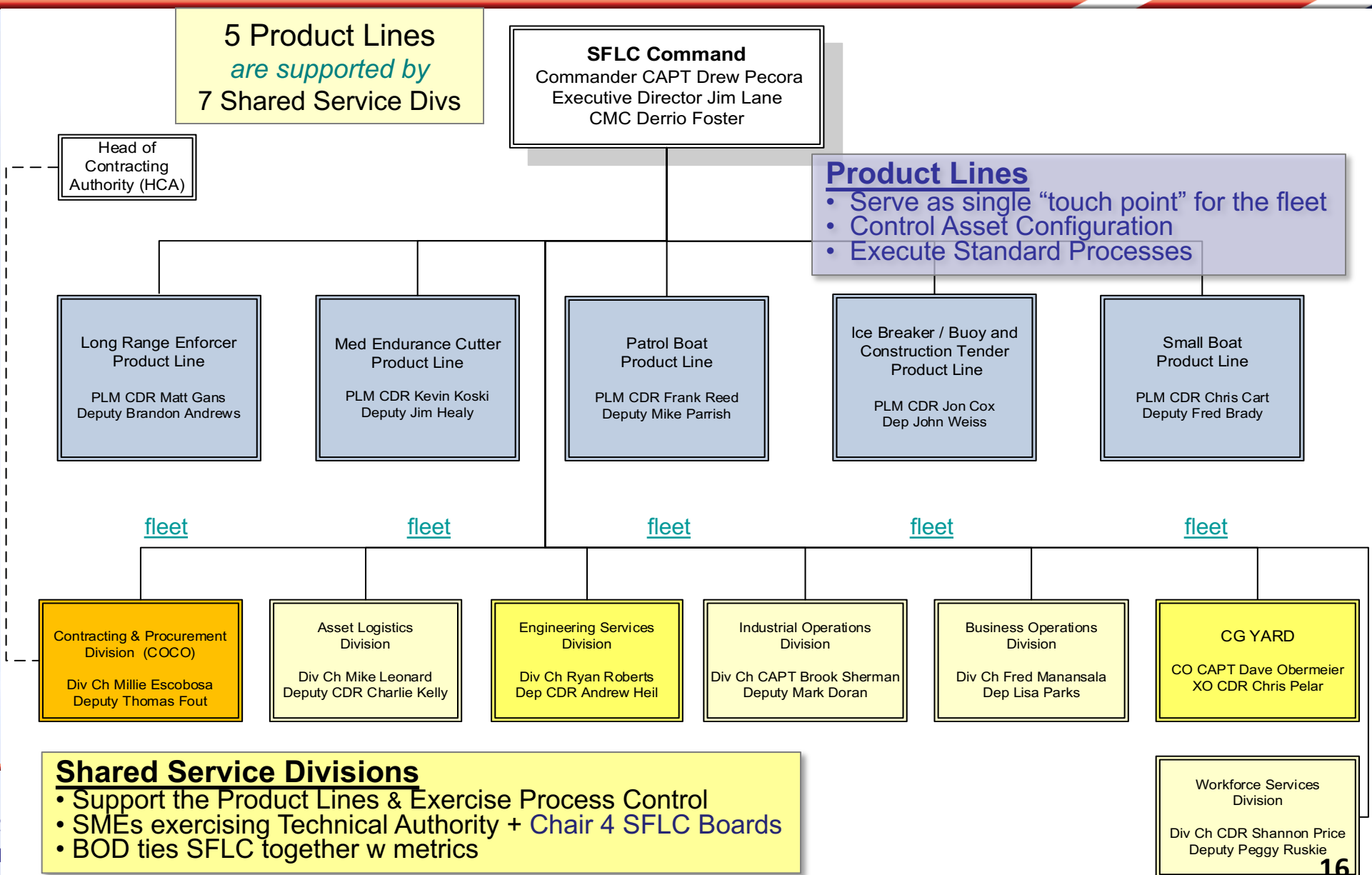
**SAGINAW** lifted out in unplanned dry-docking in Pascagoula, MS



### Renovation Maintenance

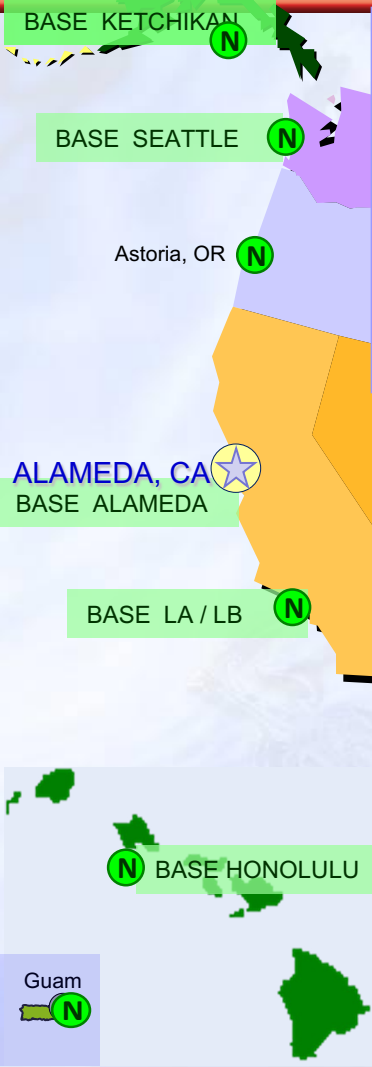
Longer dry dock projects to modernize & extend service life.

**HARRIET LANE** in CG YARD for Service Life Extension Project.





# SFLC Enterprise Forces



Locations ↓	SFLC Workforce = 1879*			
	Civ. Govt Employees	Military Active Duty	CG Reserve (Military)	Total
SFLC Baltimore, MD	495	221	23	739
CG Yard, Baltimore, MD	598	81	6	685
SFLC Norfolk, VA	92	72	3	167
SFLC Alameda, CA	48	97	0	145
SFLC, other locales	16	127	0	143
<b>Totals</b>	<b>1249</b>	<b>598</b>	<b>32</b>	<b>1879</b>

\* SFLC also employs 280 contractors

- SFLC COMMANDER
- REGIONAL NODE
- MAJOR NAVAL ENG HUBS WHERE THERE ARE CG ASSETS





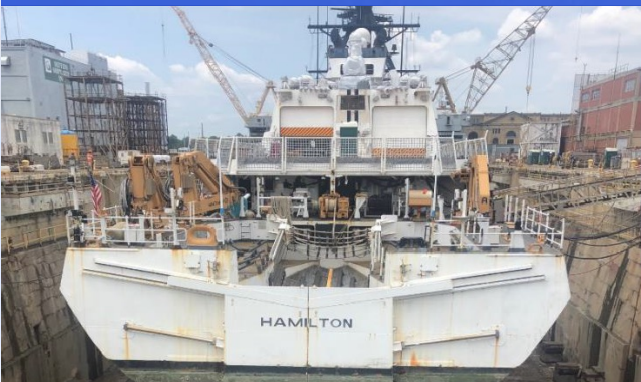


# Depot Maintenance → 1,300 Projects/Yr



Major Dry-Docking (DD) & Dockside (DS) Availabilities / Emergency Repairs / Overhauls, etc

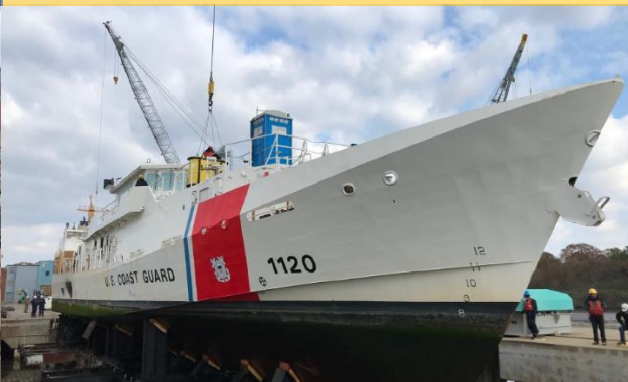
## Commercial Shipyards



85% of Major Depot Projects

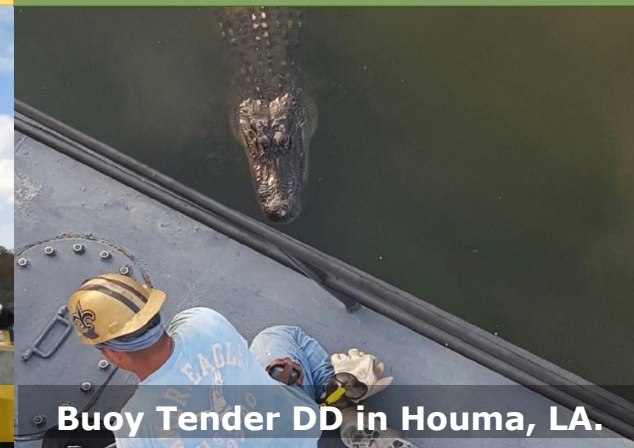
## CG Yard

Renovations & RDAP DDs



15% of Major Depot Projects

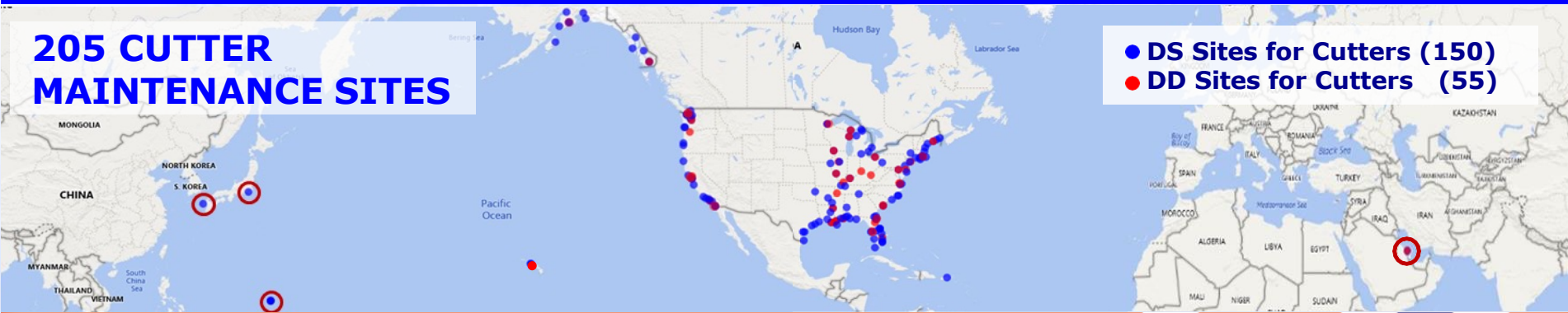
Many dry-dockings & depot projects in remote locations.



Buoy Tender DD in Houma, LA.

## Global Footprint → Over 250 Maintenance Locations for Cutters & Boats

205 CUTTER MAINTENANCE SITES



## Contracting is Key to Mission Support

Surface Fleet requires 14,000 – 17,000 contract actions per yr to stay operational

CG SFLC is receptive to the following potential methods for vendors seeking to showcase technology:

- Onsite Demonstration: Upon confirmation of interest, CG SFLC may set up opportunities for tech demo's. [CG Yard](#) located in Baltimore, MD or other operational units.
- National Ship Research Program ([NSRP](#)): CG SFLC continuously collaborates with NSRP, vendors may submit joint CG/Industry proposals for consideration.
- Joint Industry Projects (JIPs): CG SFLC retains the potential to cost share high-level efforts with industry partners (e.g. [Marin](#)).



- CG [Research and Development Center](#) (R&DC): is a CG unit that maintains a portfolio of running projects to forward the Service's tech advancement in support of its mission set.
  - Ship Design Agents: Vendors retain the potential for indirectly advocating for products and services via several [major acquisition efforts](#) supporting CG fleet recapitalization.
- \* CG SFLC generally does not possess the means to sole-source products or services.
- \* At no point may the CG afford funding for demonstration purposes without contractual award subject to the [FAR](#).



85,407 Parts Requisitions in FY23

## Inventory Warehouse

→ CFO Compliant ←  
(since FY13)



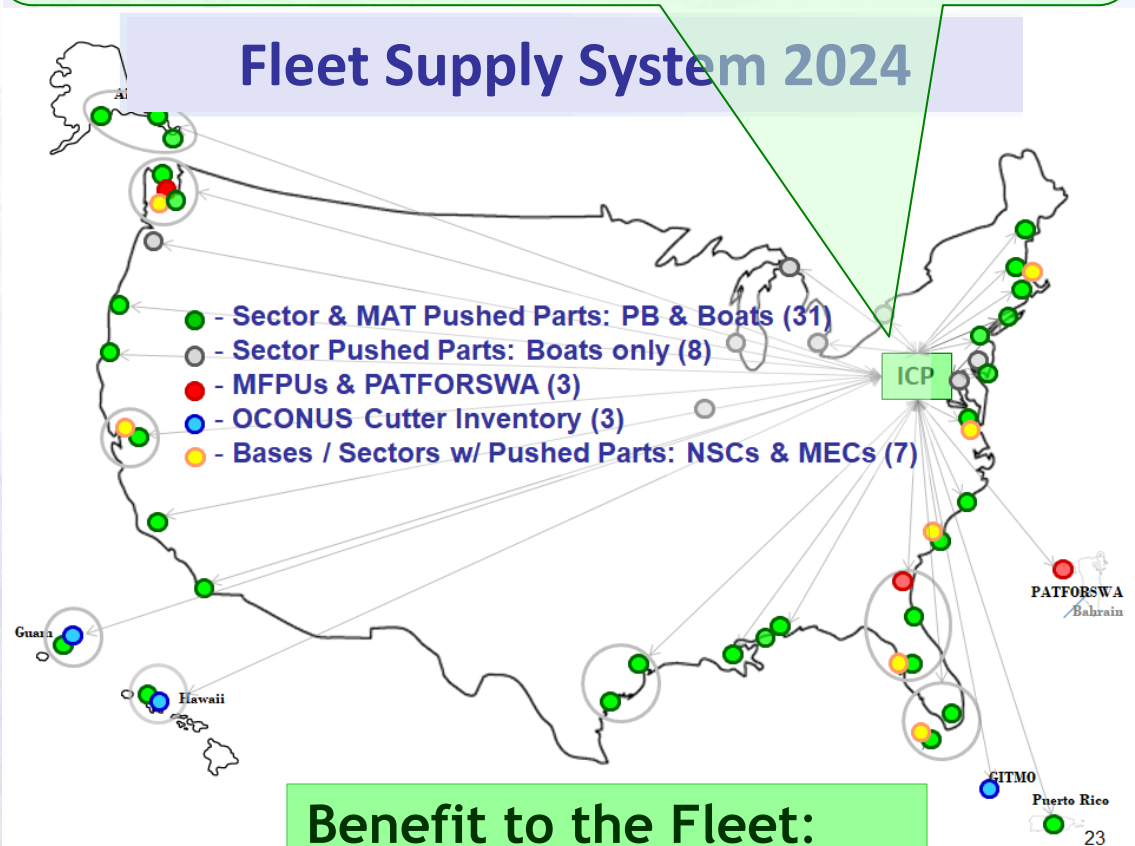
[HEALY Video](#)

**Total Parts Inventory: \$1.17 Billion**

- \$955M: SFLC ICP Baltimore
- \$211M: Remote Inventory (and misc.)

## Forward-Deployed Inventory

Pushing Parts → 75 Primary Remote Sites



### Benefit to the Fleet:

- ✓ send the right part...
- ✓ to the right place...
- ✓ on the first try.

## Opportunities

- Extending lines of communication to foreign ports.
  - Receiving Agent in remote locations for customs, temp storage/delivery/freight forwarding
  - Regional hub for storage of parts in forward locations
  - Local sources of marine part
- New fieldings:
  - Polar Security Cutters
  - Offshore Security Cutters
  - Fast Response Cutters

## Challenges

- Packaging and labeling at the unit of issue level for USCG managed inventory.
- Transitioning/fielding new avionics and IT tools



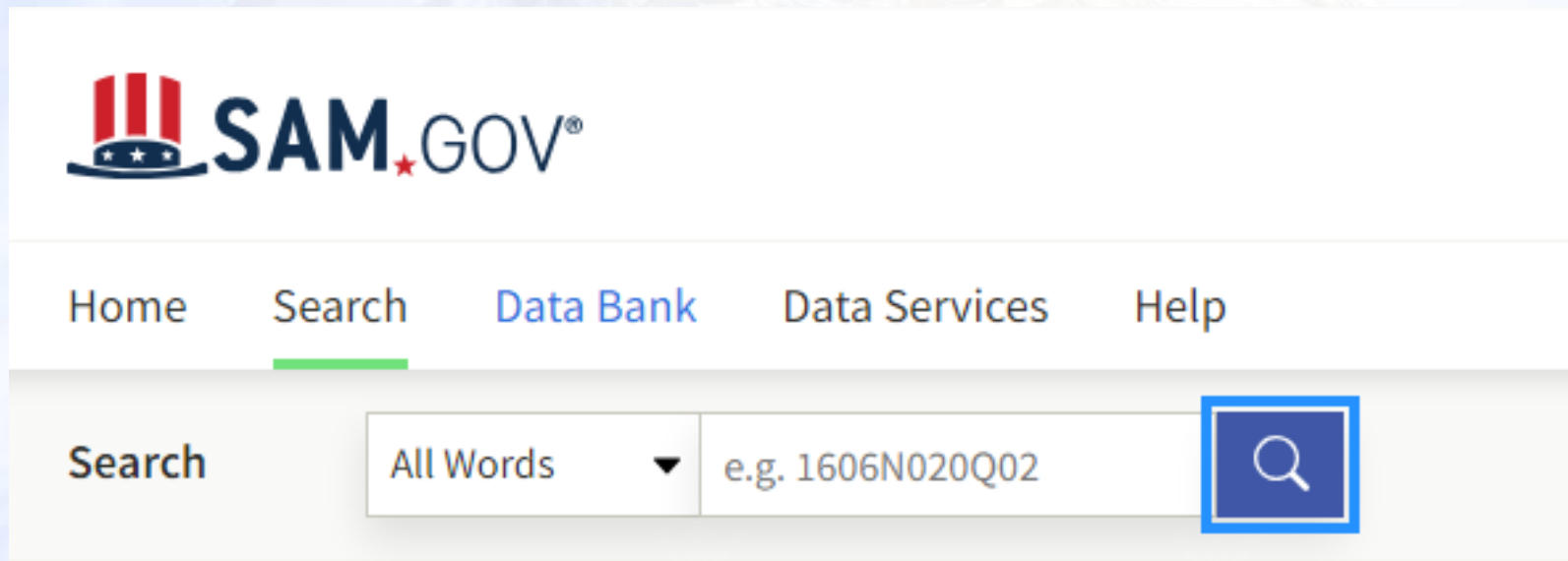
## Basic Requirements

1. **Get proper registrations and ID numbers:** Before you can bid on government proposals, you need to get a Unique Entity Identifier (UEI). A UEI is a unique 12-character, alpha-numeric value. You will receive a UEI when you register with SAM at SAM.gov. Entities doing business with the federal government must use the UEI created by the system. You will receive a UEI when you register with SAM at [SAM.gov](https://sam.gov)
2. **NAICS:** You'll also need to match your products and services to a North American Industry Classification System (NAICS) code. NAICS codes classify businesses based on the particular product or service they supply. To find your NAICS code, view the NAICS code list at the [U.S. Census Bureau](https://www.census.gov/naics/))
3. **Register with SAM:** To participate in government contracting, you must register your business in the federal government's [System for Award Management \(SAM\)](https://sam.gov). Your small business' profile in SAM is like a résumé. Search for current contracting opportunities on [SAM.gov](https://sam.gov), and [GSA eBuy](https://www.gsa.gov/eBuy).
4. **Maintain compliance:** In order to participate in government contracting, you must comply with all laws and regulations. The federal government's purchasing process is governed by the [Federal Acquisition Regulation](https://www.far.gov).
5. **APFS:** The Department of Homeland Security (DHS) Acquisition Planning Forecast System (APFS) is a portal for businesses, particularly small businesses to view anticipated contract actions over \$250,000. Our goal is for this forecast to assist you in doing business with DHS. Vendors interested in receiving email alerts about upcoming DHS opportunities may establish a subscription to email notifications. APFS <https://apfs-cloud.dhs.gov/about/>

## Determine Your Small Business Eligibility.

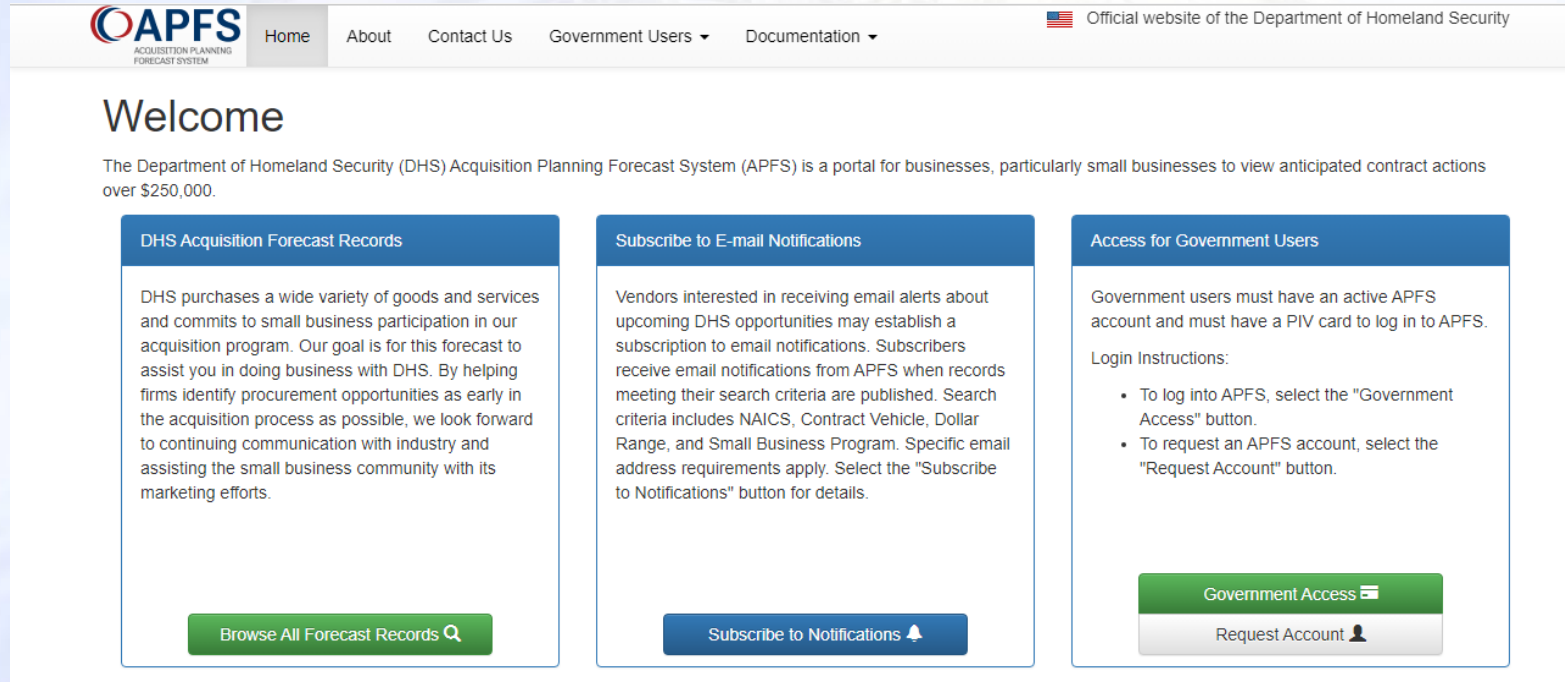
1. Is your firm a small business? The SBA has a [size standard tool](#) to help you answer this question.
2. Are you eligible for socioeconomic certifications? Use the [SBA's certification website](#) to answer this question.
3. Large entities must consider subcontracting opportunity for small businesses.
  - Small Business
  - Small Disadvantaged Business Certification Program
  - Women-Owned Small Business
  - HUBZone Empowerment Contracting Program
  - Service-Disabled Veteran-Owned Small Business
  - Veteran-Owned Small Business
  - ANCs & Indian Tribes (certified SB/SDB)
  - ANCs & Indian Tribes (Other than SB)

- Interested parties shall have active registrations in SAM.gov





- Vendors can research contract opportunities utilizing the APFS database



The screenshot shows the APFS website interface. At the top, there is a navigation bar with the APFS logo and menu items: Home, About, Contact Us, Government Users, and Documentation. A status bar on the right indicates it is the official website of the Department of Homeland Security. The main content area features a 'Welcome' message and three informational boxes: 'DHS Acquisition Forecast Records', 'Subscribe to E-mail Notifications', and 'Access for Government Users'. Each box contains descriptive text and a corresponding action button.

**APFS** ACQUISITION PLANNING FORECAST SYSTEM

Home About Contact Us Government Users Documentation Official website of the Department of Homeland Security

## Welcome

The Department of Homeland Security (DHS) Acquisition Planning Forecast System (APFS) is a portal for businesses, particularly small businesses to view anticipated contract actions over \$250,000.

### DHS Acquisition Forecast Records

DHS purchases a wide variety of goods and services and commits to small business participation in our acquisition program. Our goal is for this forecast to assist you in doing business with DHS. By helping firms identify procurement opportunities as early in the acquisition process as possible, we look forward to continuing communication with industry and assisting the small business community with its marketing efforts.

[Browse All Forecast Records](#)

### Subscribe to E-mail Notifications

Vendors interested in receiving email alerts about upcoming DHS opportunities may establish a subscription to email notifications. Subscribers receive email notifications from APFS when records meeting their search criteria are published. Search criteria includes NAICS, Contract Vehicle, Dollar Range, and Small Business Program. Specific email address requirements apply. Select the "Subscribe to Notifications" button for details.

[Subscribe to Notifications](#)

### Access for Government Users

Government users must have an active APFS account and must have a PIV card to log in to APFS.

Login Instructions:

- To log into APFS, select the "Government Access" button.
- To request an APFS account, select the "Request Account" button.

[Government Access](#)

[Request Account](#)

The SFLC Procurement Policy Oversight (PPO) Office organizes and serves as representatives for command and USCG Vendor Outreaches. Outreaches are conducted to increase the USCG utilization of all types of small and large businesses, non-profit organization, and industry driven outreaches. The PPO office are sponsors to SFLC Product Lines to increase opportunities with new and existing vendors. These vendor outreaches also look to increase businesses' awareness of subcontracting opportunities, drive potential joint-venture or teaming partnerships, and provide a platform for discussions that may result in mentor-protége agreements.

Outreaches includes but are not limited to:

- Small Business Vendor Outreach
- Hiring/Staffing Outreach
- Command Industry Days
- Representation at Trade Shows Such as Work Boat Show



# Questions - Discussion







# Backups



# LREPL Fleet of Responsibility

399' WAGB (1)



**POLAR STAR**

420' WAGB (1)



**HEALY**

## Seattle, WA

- HEALY (20)
- POLAR STAR (10)

<https://vimeo.com/529457207>

418' WMSL (10)



## Alameda, CA

- BERTHOLF (750)
- WAESCHE (751)
- STRATTON (752)
- MUNRO (755)

## Charleston, SC

- HAMILTON (753)
- JAMES (754)
- STONE (758)
- CALHOUN (759)

## Honolulu, HI

- MIDGETT (757)
- KIMBALL (756)

282' WMEC (1)



## Kodiak, AK

- ALEX HALEY (39)

# 13 Hulls

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# MECPL Fleet of Responsibility



## EAGLE (1)



New London, CT

## WMEC 210' (10)



Virginia Beach, VA: 1\*  
 Jacksonville, FL: 1  
 Port Canaveral, FL: 1\*  
 St. Petersburg, FL: 2  
 Pensacola, FL: 3\*\*  
 Warrenton, OR: 1\*\*\*  
 Port Angeles, WA: 1

## WMEC 270' (13)



Newport, RI: 2  
 Portsmouth, VA: 8  
 Key West, FL: 2  
 Honolulu, HI: 1

### New OPC Class

Expected in CY25,  
WMSM ARGUS...  
in San Pedro, CA

\* Dropped to 1 in 2024 after deactivating DEPENDABLE & CONFIDENCE  
 \*\* Dropped to 3 after decomm of DECISIVE in March 2023  
 \*\*\* Dropped to 1 in OR after STEADFAST Decom in February 2024



# 24 Hulls

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# PBPL Fleet of Responsibility



87' CPB (59\*)



154' FRCs (55\*\*)



110' WPBs (5)



\* Includes 2 CPBs in MFPUs

\*\* Includes 6 WPCs in Bahrain

2 in D13 will decom in Q4FY24.  
3 in D17 will decom FY25.

## 119 Hulls



Assistant Commandant for  
Engineering and Logistics (CG-4)

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# IBCTPL Fleet of Responsibility



MACKINAW  
WLBB



WLB 225



WLM 175



WTGB  
140



WLIC 100\*\* (SMILAX)



Class	86 Cutters 29 Barges	62 Homeports 33 States & Guam
WLBB	MACKINAW	Cheboygan
WLB 225'	16 cutters	14 homeports
WLM 175'	14 cutters	14 homeports
WLIC 100'	SMILAX **	Atlantic Beach
WLIC 160'	4 cutters	4 homeports
WLIC 75'	8 cutters	7 homeports
WLI 100'	2 cutters	2 homeports
WLI 65'	2 cutters	2 homeports
WLR 65'	6 cutters	6 homeports
WLR 75'	12 cutters	12 homeports
WTGB 140'	9 cutters	8 homeports
WYTL 65'	11 cutters	9 homeports



WLI 100



WRL 75



WLIC 75



WLI 65



WLR 65



WYTL 65

## 86 Cutters

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# SBPL Fleet of Responsibility

1,745 Hulls (July '24) / 53 Boat Classes / 261 Locations / 551 Units



929 boats  
(53%)  
are in 6  
classes  
(red boxes)

## ATON BOATS



64' AtoN Boat



55' AtoN Boat



49' BUSL



26' TANB (90)



20' AB-S



16' AB-SKF

## CUTTER BOATS



38' ASB



38' LCVP



35' LRI-II



26' CB-L-Polar



26' CB-OTH-IV (123)



26' MSB



24' CB-ATON-L



24' CB-L



23' CB-L



23' CB-OTH \*



21' CB-S



20' CB-L



19' CB-L



18' CB-ATON-M



18' CB-M



17' CB-M (77)

## RESPONSE BOATS



47' MLB (117)



45' RBM (174)



33' SPC-LE \*



32' TPSB



29' RB-S (348)

## SPECIAL PURPOSE CRAFTS



64' SPC-SV



52' SPC-HWX



42' SPC-NLB



38 SPC-TB



36' SPC-BTD



24' SPC-SW



22' SPC-AIR



(SKF) Flood relief

## NON-INTEGRATED BOATS

Approx. 100 boats in several newly acquired boat classes are not illustrated here.

- 18' CB-S (WLR) (being replaced w/21' BX-S)
- UTM
- SKF – ICE
- UTL-AUX
- CT – 64 (CGA T-Boats)

- SB (CGA)
- SPC – TTB (HITRON)
- TANB
- 23' UTL (WLB/WLBB/WLM)
- TPSB (SURVEY)

\* 2 Types

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