

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 Aerospace & Armament Systems (Agency)

Speakers:

- **Joe Tew, Regional Business Development Professional (Western Carolina), North Carolina Military Business Center**
- Kelly Watts, Director Supplier Operations, Defense Logistics Agency, Aviation
- Donald Schulze, Deputy Director, DLA Land Supplier Operations, Defense Logistics Agency, Land and Maritime
- Terressa Bebout, Technical Director of Small Business Strategy, Office of Small Business Programs, Naval Air Systems Command
- Dawn Chartier, Director, Naval Air Warfare Center Aircraft Division, Lakehurst Office of Small Business Programs



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DEFENSE LOGISTICS AGENCY

Established 1961



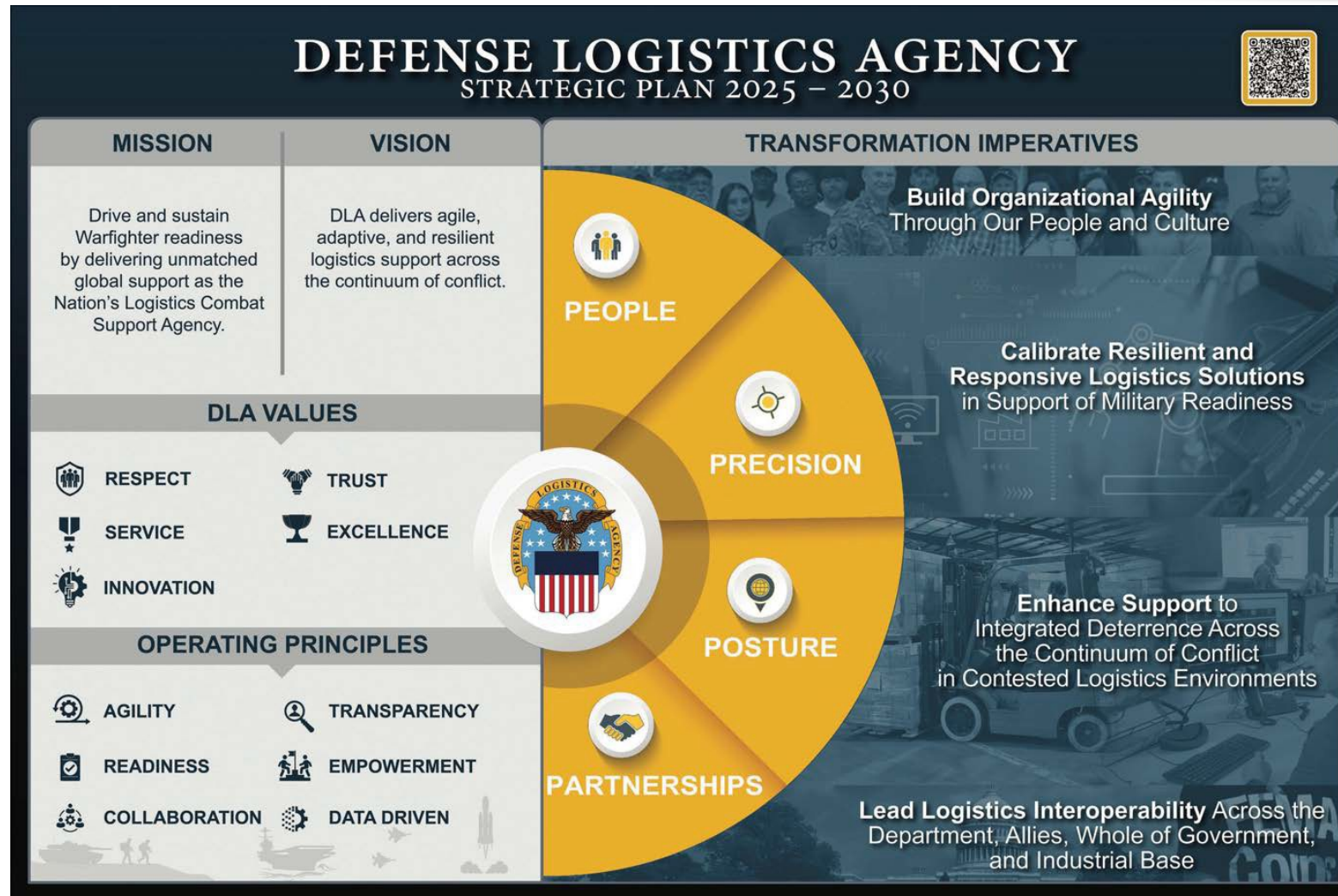
Sustaining Supply Chain for Aerospace & Armament Systems (Agency)

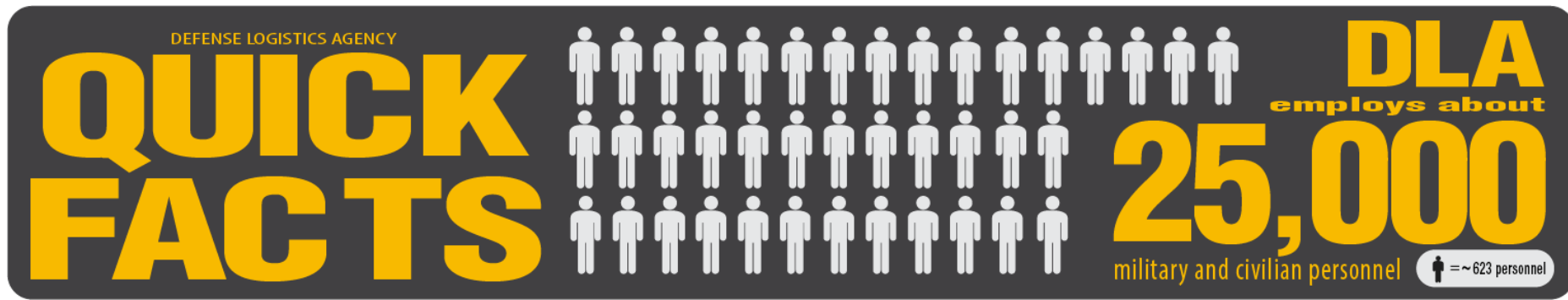
Donald L. Schulze, Deputy Director, Land Supplier Operations – DLA Land & Maritime
Kelly E. Watts, Director, Supplier Operations Commodities – DLA Aviation
October 30, 2024

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



DLA TRANSFORMS – A Call to Action –





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.



- 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>







**DLA Aviation
Richmond, VA**

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





**DLA Land and Maritime
Columbus, OH**

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



PEOPLE ★ PRECISION

★OSTURE

PARTNERSHIPS

WARFIGHTER ALWAYS



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NAVAIR Office of Small Business General Information Session

2024

PRESENTED TO:
Small Business

PRESENTED BY:
NAVAIR Office of Small Business (OSBP)



NAVAIR's Role in Naval Aviation

DEVELOP, acquire and support aircraft, weapons and related systems which can be operated and sustained at sea

PROVIDE analysis and decision support for cost / schedule / performance trades and investment decisions

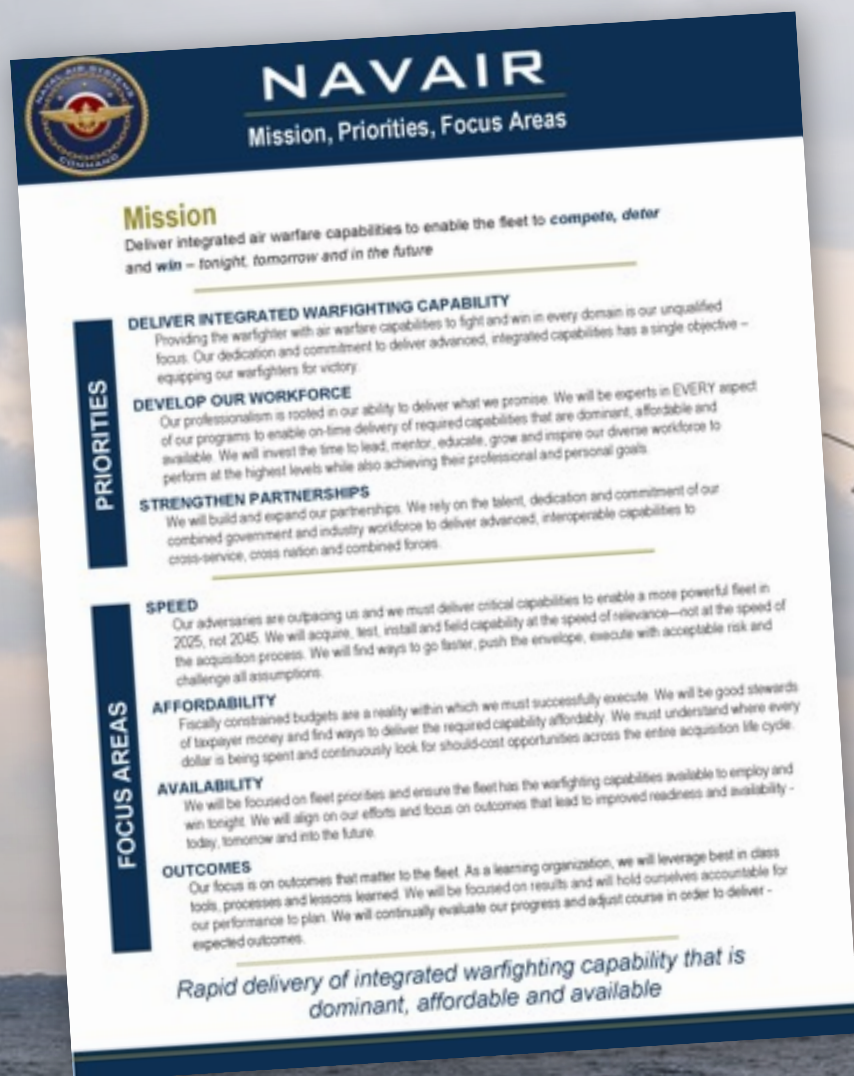
INCREASE Navy and Marine Corps capability, readiness and affordability in a joint / coalition environment

Deliver integrated air warfare capabilities to enable the fleet to compete, deter and win – tonight, tomorrow and in the future.





Priorities and Focus Areas



- Deliver what the fleet needs now
- Modernizing “how” we deliver, integrate, test, field and sustain capability
- Focus on capability, affordability, availability across three time horizons – today, tomorrow and in the future
- We will measure our success based on outcomes that matter to the fleet

Deliver the warfighting capability the fleet needs to win, at a cost we can afford.



NAVAIR Command Locations

- Research and Engineering
- Air-to-air Weapons
- Air-to-ground Weapons
- Missiles / Freefall Weapons
- Weapons/ Platform Integration
- Systems-Of-Systems Integration
- Survivability/ Lethality/Vulnerability
- Electronic Warfare
- Energetics
- Modeling, Simulation & Analysis
- Unmanned Systems
- Land and Sea Ranges
- Test and Evaluation

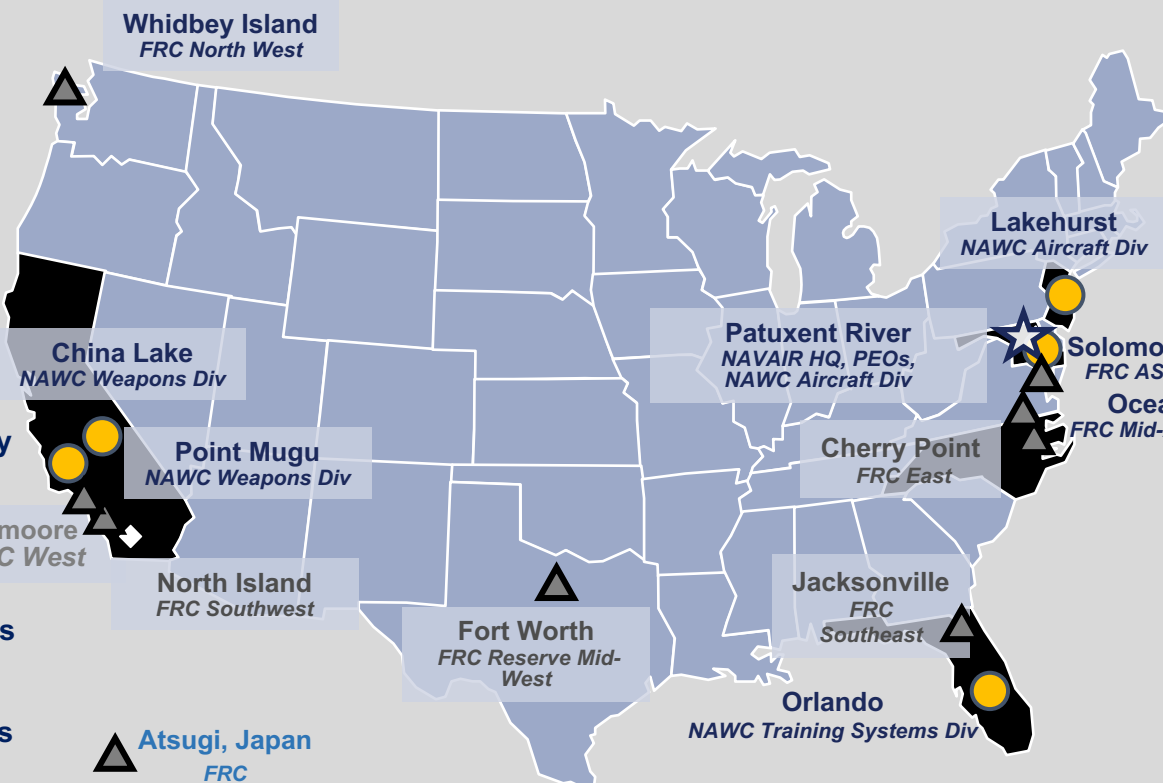
NAWCWD WEST COAST HUB



NAWCAD EAST COAST HUB



- Research and Engineering
- Manned and Unmanned Air Vehicles and Systems
- Aircraft Systems Integration
- Propulsion and Power
- Avionics and Sensors
- Human Systems Integration
- Aircraft Launch and Recovery Equipment / Support Equipment
- Ship Interface & Support Systems
- Human Performance / Simulator Systems
- Training & Training Systems
- Logistics Analysis and Support
- Atlantic Test Range
- Test and Evaluation



- ★ NAVAIR HQ
- ▲ Fleet Readiness Centers
- Naval Air Warfare Center
- ◆ Logistic Support Activity



COMFRC FLEET READINESS CENTERS (FRC)

- Depot Level Maintenance and Repair (Airframe, Engines, Components and Support Equipment)
- Intermediate Level Maintenance
- Inservice Engineering and Logistics Support
- Air Launch and Recovery Repairs



Command Fleet Readiness Center (COMFRC)

The Navy's Fleet Readiness Centers (FRCs), with locations on the U.S. East and West coasts and Japan, conduct maintenance, repair, and overhaul of U.S. Navy aircraft, engines, components, and support equipment at the Depot and Intermediate levels. In other words, FRCs keep aircraft in the air! The FRC enterprise is looking for SBs to provide products and services to support the FRCs in serving naval aviation.

Mission

Commander, Fleet Readiness Centers (COMFRC) delivers effective and efficient flight-line readiness through a globally managed, responsive and integrated sustainment system in support of fleet priorities.

Vision

The FRC enterprise vision is to become a 21st Century, world-class Maintenance, Repair and Overhaul (MRO) organization in support of naval aviation and Department of Defense customers and be the provider of choice for naval aviation MRO.

Products and Services

- Weapon Systems Maintenance
- Support Equipment
- Manufacture Parts and Assemblies
- Engineering Services
- Technical Services
- Aircraft Maintenance
- Logistic Services





COMFRC OSBP Professional

Fleet Readiness Centers
UIC N68520

Director
Email: comfrc.osbp@us.navy.mil
Phone: (301) 757-8489



TOP 5 SMALL BUSINESS NAICS within COMFRC (N68520 & N65886) for FY23		
NAICS	NAICS Description	Obligations
541330	ENGINEERING SERVICES	\$129,372,966
336411	AIRCRAFT MANUFACTURING	\$103,674,772
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$35,492,010
561210	FACILITIES SUPPORT SERVICES	\$20,200,582
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$2,423,518





NAWCAD LAKEHURST

NAWCAD Lakehurst is the world leader in Aircraft Launch and Recovery Equipment (ALRE) and Naval Aviation Support Equipment (SE). It is part of the Naval Air Systems Command (NAVAIR) and is located on Joint Base McGuire-Dix-Lakehurst (JB MDL) in central New Jersey. As the Navy's lead engineering support activity for ALRE and SE, NAWCAD Lakehurst conducts programs of acquisition management, technology development, systems integration, engineering, rapid prototyping / manufacturing, developmental evaluation and verification, fleet engineering support and integrated logistics support management. NAWCAD Lakehurst is responsible for maintaining fleet support and infusing modern technology across the entire spectrum of equipment needed to launch, land and maintain aircraft from ships at sea and austere expeditionary airfields

Mission

NAWCAD Lakehurst's mission is to provide full spectrum lifecycle responsibility for Aviation SE and ALRE and assure that fixed and rotary wing aircraft operate safely and effectively from aircraft carriers, air capable ships and expeditionary airfields worldwide. This includes designing, prototyping, testing and contracting to provide items such as:

Aircraft Launch and Recovery Equipment:

- Catapults/launching systems, including jet blast deflectors
- Arresting gear
- Visual landing aids
- Information systems
- Expeditionary air fields

Support Equipment:

- Avionics, including advanced diagnostics
- Aircraft handling, servicing, and maintenance
- Propulsion
- Maintenance information systems
- Weapons handling equipment





NAWCAD Lakehurst OSBP Professional

*NAWC Aircraft Division-
Lakehurst UIC **N68335***

Director
Email: nawcadlke.osbp@us.navy.mil
Phone: (732) 323-2933



TOP 5 SMALL BUSINESS NAICS within NAWCAD LAKEHURST for FY23		
NAICS	NAICS Description	Obligations
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$587,287,903
541330	ENGINEERING SERVICES	\$90,417,922
541519	OTHER COMPUTER RELATED SERVICES	\$20,394,870
333923	OVERHEAD TRAVELING CRANE, HOIST AND MONORAIL SYSTEM MANUFACTURING	\$17,604,427
335312	MOTOR AND GENERATOR MANUFACTURING	\$17,388,200





Review LRAEs for Opportunities

(<https://www.navair.navy.mil/LRAF>)

Long Range Acquisition Estimate (LRAE) - snapshot of future large efforts

LRAEs often contain valuable information like:

Who is doing the buying	What is being bought
Incumbent's name, if any	Current Contract Number, if any
Period of Performance	Notional value
Acquisition Strategy (Set aside)	Planned RFP release date in SAM
Contract Award date	PSC & NAICS

NAVAIR has multiple LRAEs for our commands

Other LRAEs

(<https://www.secnv.navy.mil/smallbusiness/Pages/lrae.aspx>)

Navy has 10 buying commands. Recommend reviewing their LRAEs.



NAVAIR OSBP Professionals

NAVAIR OSBP WEBSITE: <https://www.navair.navy.mil/osbp/>



NAVAIR Headquarters- **UIC N00019**

Deputy Director
Email: navair.osbp@us.navy.mil
LRAE: navair.navy.mil/lraf



NAWC Aircraft Division-Patuxent River **UIC N00421**

Deputy Director
Email: nawcadpax.osbp@us.navy.mil

Small Business Professional
Email: nawcadpax.osbp@us.navy.mil
LRAE: At [SAM.gov](https://www.sam.gov) search for NAWCAD PAX LRAF



NAWC Aircraft Division-Lakehurst **UIC N68335**

Deputy Director
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LRAE: navair.navy.mil/lraf



NAWC Training Systems Division-Orlando **UIC N61340**

Deputy Director
Email: ORLO_NAWCTSD_Small_Business_US@navy.mil
LRAE (TSIS): <https://www.navair.navy.mil/nawctsd/TSIS>



NAWC Weapons Division- China Lake/Point Mugu **UIC N68936**

Deputy Director
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LRAE: navair.navy.mil/lraf



Commander Fleet Readiness Centers **UIC N68520, N68534, Others**

Deputy Director
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LRAE: navair.navy.mil/lraf
Mentor Protégé Program (MPP)

