

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

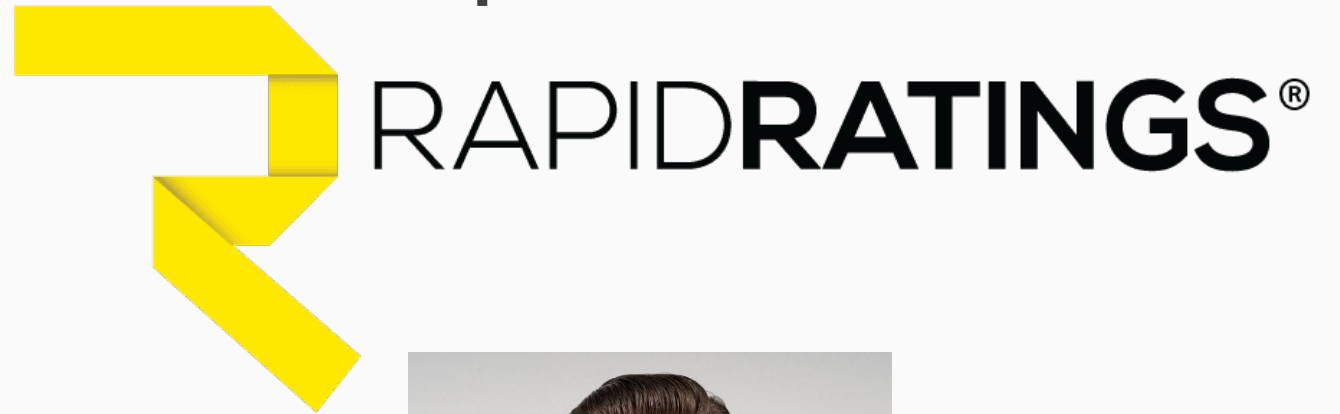
NC Defense Technology Transition Office





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Head of Sales
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North Carolina Manufacturing Extension Partnership

Reliant Defense

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The BlueWater Group, Inc.

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Thank you, DISC Supporter





North Carolina Remarks



United States Senator Ted Budd
North Carolina
[Video Remarks](#)



North Carolina Remarks



Marqueta Welton
Chief of Staff
North Carolina Department of Commerce



Keynote Remarks



Donald L. Schulze

Deputy Director, Land Supplier Operations
Defense Logistics Agency, Land and Maritime



Department of Defense Small Business Programs, Support and Outreach

Speakers:

- **Lee Moritz, Regional Business Development Professional (Hickory), North Carolina Military Business Center**
- John Henley, Associate Director, Small Business Programs, Defense Logistics Agency, Aviation
- Kreston Harris, Director, DLA Land and Maritime Office of Small Business Programs, Defense Logistics Agency, Land & Maritime
- Chris Rabassi, Small Business Programs, Office of Small Business Programs, Marine Corps Installations East
- 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

DLA Aviation

John Henley
Associate Director
Office of Small Business
Programs

October 30, 2024

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

QUICK FACTS

More than
**1.8
MILLION**
Line Items

AND PROVIDED MORE THAN
\$8B
IN GOODS AND SERVICES
FOR FY2024

Supplier Operations

- Richmond

DLR Procurement Operations

- Huntsville
- Oklahoma City
- Ogden
- Philadelphia
- Warner Robins

Supply Storage and Distribution

- Oklahoma City
- Ogden
- Warner Robins

Forward Presence Teams

- San Diego
- Jacksonville
- Cherry Point

> 2,300 weapon
systems

>3,200 Suppliers

- \$2.2B to Small Business

STAY TUNED!
**2025 DLA
Supply Chain
Alliance Conference**

**June 11 & 12, 2025
Richmond VA**



DLA Aviation: Providing 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

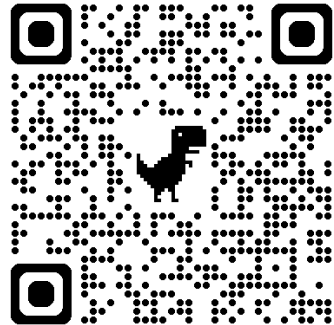
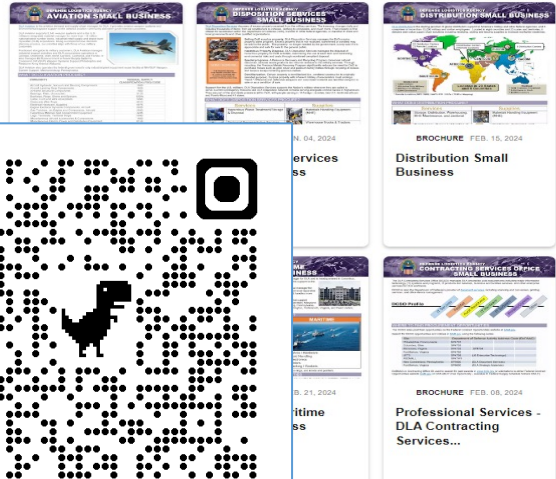


Small Business Resources: Making It Easier to Do Business

DLA Small Business Website

Educational Flyers

Major Subordinate Command and Buying Activity Flyers



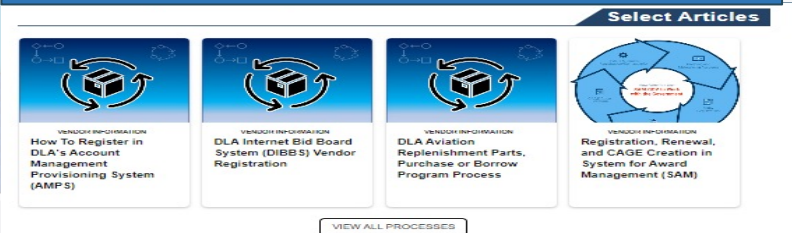
- Getting Started with DLA
- DLA Contracting Applications
- Opportunities and Forecasts
- Education Flyers
- Webinars and Events

- Overcoming Doing Business learning curve
- Greater understanding of working with DLA
- View the newest information and processes

Contact DLA Aviation Small Business Office

DLA Aviation Email: dlaavnsmbus@dla.mil

NEW!! DLA Vendor Information HUB







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DEFENSE LOGISTICS AGENCY

Established 1961

DLA Land and Maritime Office of Small Business Programs

Kreston Harris, Director
October 30, 2024



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



DLA's Roles and Mission

DEFENSE LOGISTICS AGENCY

ROLES & MISSIONS

BULK-PETROLEUM

- Nuclear Enterprise Support
- Aviation Systems
- Clothing & Textile
- Global Distribution
- Industrial Hardware
- IT Acquisition

CONSTRUCTION & BARRIER MATERIEL

MEDICAL MATERIEL

- Land Systems
- Maritime Systems
- National Defense Stockpile
- Whole of Government Solutions
- Worldwide Disposition Services

SUBSISTENCE

- EXECUTIVE AGENTS

90

Roles & Missions Below the Surface

DID YOU KNOW DLA IS THE PRESIDENT'S?

- FUELER**
 - Fuel for Presidential Aircraft Fleet
 - Lab Testing/Quality Control for All Fuel
- PRINTER**
 - Operate White House Print Services
- FLAG-MAKER**
 - Hand-Sewn Flags for President and Vice-President

Document Services

- Electronic Data & Content Management Services
- Equipment Management Solutions
- Printing & Scanning Services (DoD Single Manager)
- Aircraft Decals

Construction & Equipment

- Containers
- Fire & Emergency Equipment
- Force Protection Equipment
- Generator Leasing
- Maintenance Repair & Operation
- Material Handling Equipment
- Special Operational Equipment

Medical

- DoD Influenza Vaccines

Industrial Hardware

- Benchstock Service Contracts
- DoD Locks

Clothing & Textiles

- Blankets for the Homeless
- Ecclesiastic Support
- Flags & Heraldry Support

Subsistence

- School Lunches
- ALFOODACTs (food alerts)
- Food Kiosks
- Global Prime Vendor
- Indian Reservations Subsistence
- Job Corps Subsistence
- Mobile Food Trucks
- Religious Meal Support

Product Test Center

- Additive Manufacturing
- Clothing & Textile R & D Lab

Energy

- Bulk Helium
- Bulk Liquid Cryogenics
- Bulk Missile Fuels
- Energy Savings Performance Contracts
- Installation Energy
- Power Purchase Agreements
- Space Launch Support
- Utilities Privatization

Disposition Services

- Computers for Learning
- Fire Fighter Support
- Humanitarian Assistance
- Law Enforcement Support Office
- VA Homeless Shelters Support

Aviation

- Maps on Demand
- Environmental Products
- Industrial Gases
- Industrial Plant Equipment
- Packaged Petroleum

Land & Maritime

- Defense Standardization Program Support
- Microcircuit DNA Marking
- Product Testing (Mechanical/Electronic)

Distribution

- Depot Kitting
- Ozone Depleting Substance Management

40+ Whole of Government & 118 International Partners

** FY19 Customers:*

- Congress
- Defense Contract Management Agency
- Department of Agriculture
 - US Forest Service
- Department of Commerce
- Department of Energy
- Department of Health & Human Services
- Department of Homeland Security
 - Customs & Border Protection
 - Federal Emergency Management Agency
 - US Coast Guard
- Department of Justice
- Department of Labor
- Department of State
 - US Agency for International Development
- Department of Transportation
- Department of Treasury
- Environmental Protection Agency
- Foreign Military Sales (51 Countries)
- General Services Administration
- National Aeronautics & Space Administration
- State & Local Governments
 - District of Columbia
 - Tennessee Valley Authority
- US Army Corps of Engineers
- US Postal Service
- Veterans Administration

Key Strategic Missions

- Space Support
- Strategic Materials
- Nuclear Support

Mission Support

- Defense Logistics Management Standards Executive Agent
- Defense Working Capital Fund (DISA, DFAS, DLA)
- HR Support
 - 11 Defense Agencies
 - Field Activities
 - USTRANSCOM
- Joint Contingency Acquisition Support Office
- Logistics Information Services
- Resource Conversation & Recovery Act Lead Agent

Strategic Initiatives Group
POC: DLADirectorSIG@dlia.mil



Office of Small Business Programs DLA Land and Maritime

- Offers free monthly webinars and bi-monthly Training, Knowledge, and Opportunities (TKO) two-day training sessions
- Conducts training for Acquisition Specialists related to small business policy and socioeconomic programs
- Reviews acquisition strategy recommendations from Acquisition Specialists and provides guidance
- Identifies and supports new manufacturers to enhance the defense industrial base
- Assists vendors with questions related to requirements at DLA Land and Maritime and acts as a liaison when necessary
- Attends conferences and matchmaking outreach events to promote DLA Land and Maritime
- Provides technical advice to small businesses and matches abilities to open requirements

<https://www.dla.mil/SmallBusiness/>







Department of Defense Small Business Programs, Support and Outreach

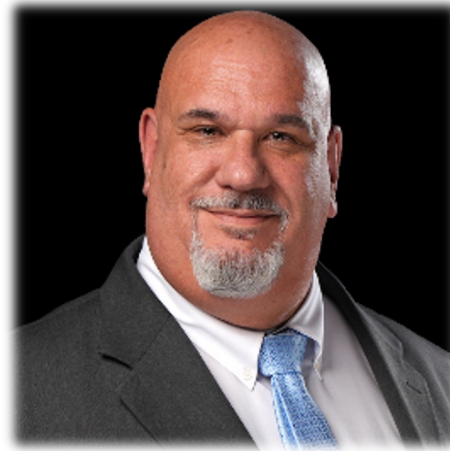
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Chris Rabassi

Marine Corps Installations East, Small Business Professional



Mr. Chris Rabassi is a Marine Corps veteran with 26 years of service. His background is in supply, logistics, contracting and formal classroom instruction.

He has been a government service employee for the Marine Corps since 2016. He served as a contract specialist, contracting officer and has been a small business professional since October 2020.



Marine Corps Installations East (MCI East)

Small Business Programs



About MCI East

Marine Corps Installations East Bases and Stations:

Jacksonville, NC (Camp Lejeune, Marine Corps Air Station New River)
Havelock, NC (Marine Corps Air Station Cherry Point)
Beaufort, SC (Marine Corps Air Station Beaufort)
Albany, GA (Marine Corps Logistics Base, Albany)
Jacksonville, FL (Blount Island Command)

Mission

The mission of the Marine Corps East Small Business Program: (1) provide fundamental information to assist businesses in being eligible and competitive for Department of Defense contracts, (2) ensure compliance with Federal Acquisition Part 19 and other applicable small business regulations.

Contracting Authority/Common Requirements

Authority. The MCI East Regional Contracting Office (RCO) has the contracting authority for general supplies and services (**not construction, major weapon systems, or supplies/services designated to other agencies**)

Most Common Requirements (Small Business Opportunities):

Supplies

Administrative
Telecommunication
LP Gas
Chemicals
Software (Licenses/Existing Systems)
Facilities Related (Pumps, Boilers)

Services

Staff Support
Base Access
Office Furniture
Fire Extinguisher Servicing
Appliance Repair
Part Washers
Port-A-Johns

Other Contracting Offices

Marine Corps Systems Command: Enterprise-Wide Information Technology, Major Weapon Systems, Individual Clothing and Equipment

Marine Corps Logistics Command: Logistics Information Technology Systems, Logistics Equipment and Tools, Logistics/Maintenance Services

Marine Corps Special Operations Command: General Supplies/Services

Marine Corps Community Services: Food Services, Entertainment, Family and Individual Marine Support Services

Marine Corps Exchange: Retail Items (centrally managed)

Defense Commissary Agency: Groceries-all types (centrally managed)

Naval Facilities Engineering Systems Command: Construction

Atlantic Marine Corps Communities: Family Housing (Construction Trades)

Point of Contact: Chris Rabassi, 910-450-5549, chris.rabassi@usmc.mil

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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

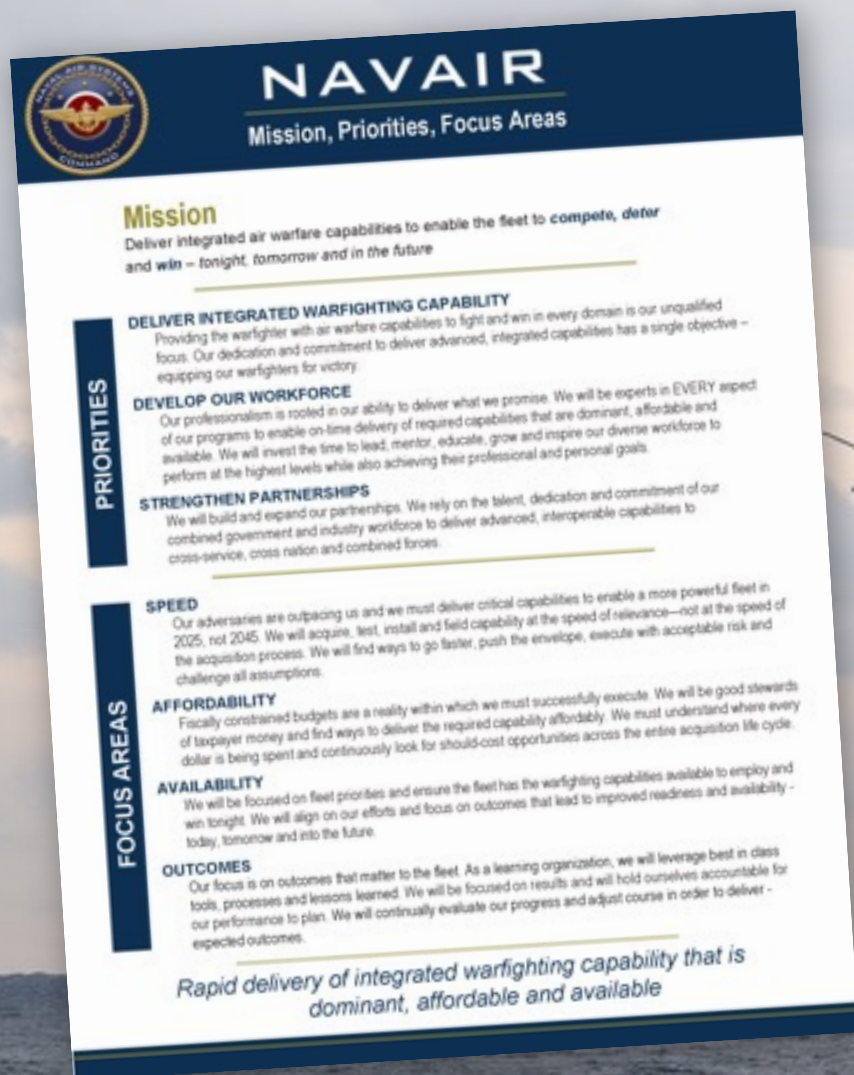
INCREASE Navy and Marine Corps capability, readiness and affordability in a joint / coalition environment

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





Priorities and Focus Areas

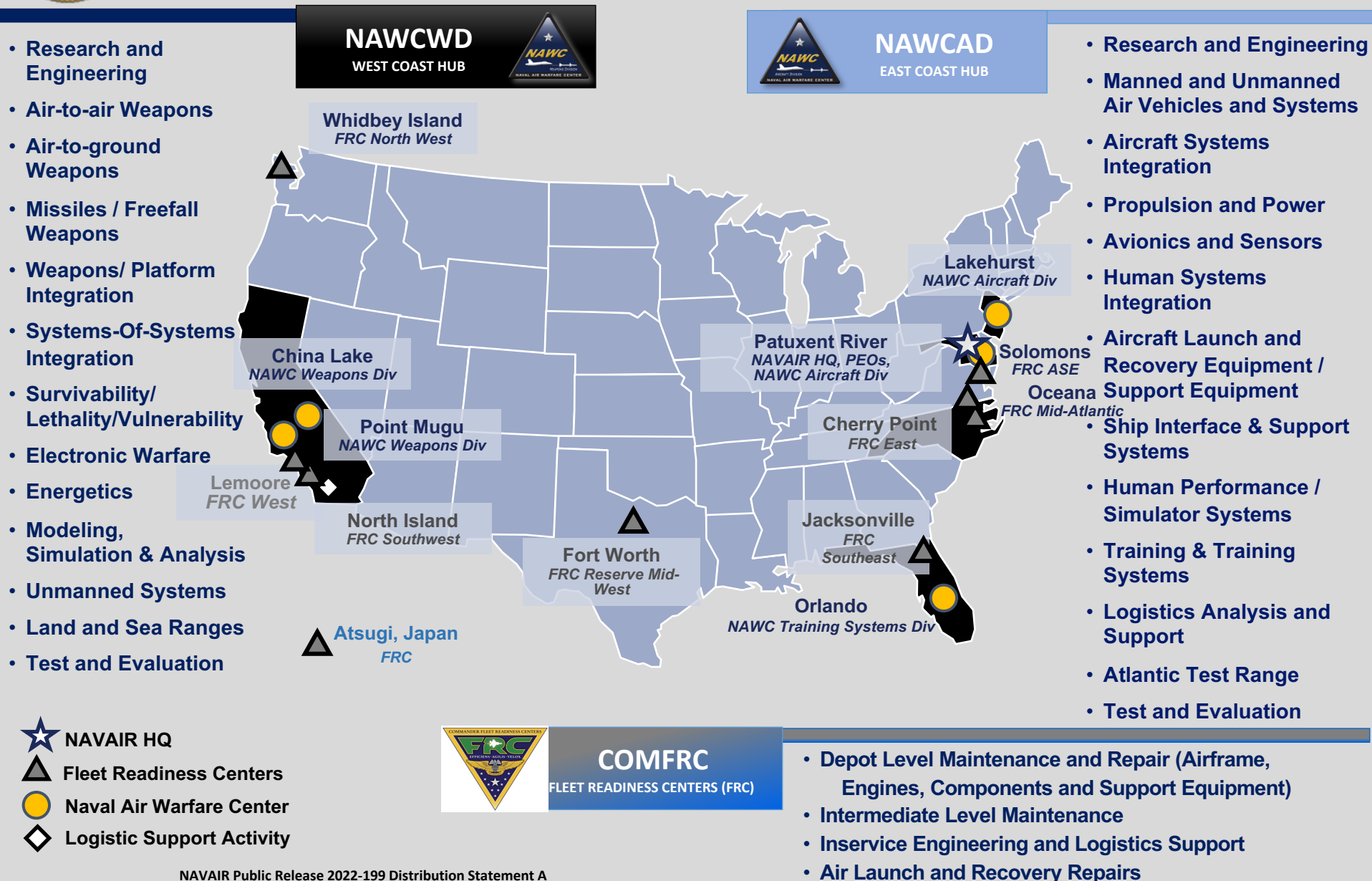


- Deliver what the fleet needs now
- Modernizing “how” we deliver, integrate, test, field and sustain capability
- Focus on capability, affordability, availability across three time horizons – today, tomorrow and in the future
- We will measure our success based on outcomes that matter to the fleet

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



NAVAIR Command Locations





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.secnnav.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 search for NAWCAD PAX LRAF



NAWC Aircraft Division-Lakehurst **UIC N68335**

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



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

Deputy Director
Email: comfrc.osbp@us.navy.mil
LRAE: navair.navy.mil/lraf
Mentor Protégé Program (MPP)

