



DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Fundamentals

Kevin Minter

Procurement Analyst

September 18, 2019



WARFIGHTER FIRST

FOR OFFICIAL USE ONLY



DLA-Aviation Small Business Office



Four Subcategory Programs:

- HUBZone Small Business
- Service Disabled Veteran Owned Small Business
- 8(a) Small Business Program
- Woman Owned Small Business

Each Subcategory Program has a dedicated Program Manager



HUBZone Small Business (HZSB)



- **Purpose:** To provide Federal contracting assistance for qualified small business concerns located in historically underutilized business zones, in an effort to increase employment opportunities, investment, and economic development in those areas.
- You'll need to re-certify for the HUBZone program every three years. There is no limit to the length of time a business can continue to re-certify as long as it continues to qualify.
- Must register through the SBA. hubzone@sba.gov
- HUBZone offers eligibility assistance. Call 1-202-765-1264 access code 63068189#



HUBZone Small Business (HZSB)



- **Eligibility:** To qualify for the program, a business (except tribally-owned concerns) must meet the following criteria:
- It must meet one of the following ownership and control requirements:
 - Owned and controlled at least 51% by U.S. citizens
 - Wholly owned or owned in part by one or more Indian Tribal Governments or by a corporation that is wholly owned by one or more Indian Tribal Governments
 - Except for certain concerns owned by Indian Tribal Governments, all other small businesses must have a principal office located in a qualified HUBZone.
- At least 35% of all of its employees must reside in a HUBZone.



Service-Disabled Veteran Owned Small Business (SDVOSB)



- **Purpose:** Provides contracting assistance to ease the economic disadvantages incurred as a consequence of the veteran's disability.
- **Authority:** Veterans Benefits Act of 2003
- **Eligibility:** Small business directly owned and controlled, at least 51%, by one or more service-disabled veterans or their caregiver
 - Self Certification in System for Award Management (SAM)
- Center for Verification and Evaluation (CVE) certification is not required for DLA procurements.



8(a) Program



Purpose: SBA's 8(a) Business Development (BD) Program and named for section 8(a) of the Small Business Act. The program was established to help small and disadvantaged businesses to compete in the marketplace and gain access to federal and private procurement markets. Firms graduate from the 8(a) program after nine years. After graduation, they are no longer 8(a). Firms must be SBA certified.



8(a) Program



To qualify for the 8(a) program, follow this eligibility checklist:

- Be a [small business](#)
- Not already have participated in the 8(a) program
- Be at least 51 percent owned and controlled by U.S. citizens who are economically and socially disadvantaged
- Be owned by someone whose personal net worth is \$250,000 or less
- Be owned by someone whose average adjusted gross income for three years is \$250,000 or less



8(a) Program



- Be owned by someone with \$4 million or less in assets
- Have the owner manage day-to-day operations and also make long-term decisions
- Have all its principals demonstrate good character
- Show potential for success and be able to perform successfully on contracts
- Must register through the SBA. <https://certify.sba.gov>



Woman Owned Small Business



To be eligible for the women's contracting program, your business must:

- Be a [small business](#)
- Be at least 51% owned and controlled by women who are U.S. citizens
- Have women manage day-to-day operations and also make long-term decisions
- To qualify as an economically disadvantaged business within the women's contracting program, your business must:
- Meet all the requirements of the women's contracting program



Woman Owned Small Business



- Be owned and controlled by one or more women, each with a personal net worth less than \$750,000
- Be owned and controlled by one or more women, each with \$350,000 or less in adjusted gross income averaged over the previous three years
- Be owned and controlled by one or more women, each \$6 million or less in personal assets

Before you can participate in the women's contracting program, you must be either self-certified or third-party certified. Both methods will require you to use the certify.SBA.gov



Procurement Technical Assistance Center (PTAC)



The PTAC program is powerful because it connects small businesses with the federal government. The Defense Logistics Agency, part of the Department of Defense, funds the program to increase the number of vendors capable of performing on government contracts. PTAC assists businesses in competing successfully in federal, state and local government contracting.



PTAC website: <https://www.aptac-us.org/>

- **Free Help with SAM Registration** – and other government contracting issues.
- **System for Award Management (SAM) registration** is *FREE*, and your PTAC can help you with this *and everything else you need* to sell to federal, state and local government agencies at little or no charge
- **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- **One-on-One Counseling** tailored to your specific needs – *always free* of charge!



National Stock Number



The Government uses National Stock Number's (NSN) which contain sub-groups that identify the Federal Supply Groups (FSG) , Federal Supply Classes (FSC), Nato Country Code, National Item Identification Number NIIN) and the serial number of the product.

A National Stock Number is simply the official label applied to an item of supply that is repeatedly procured, stocked, stored, issued, and used throughout the federal supply system. It is a unique item identifying series of numbers. When a NSN is assigned to an item of supply, data is assembled to describe the item.



National Stock Number



Federal Supply
Group (FSG)

National Item Identifi-
cation Number (NIIN)

47 20 015171452

FSC



HOW DLA BUYS



Fully
Competitive

Drawings/Specs – Can be accessed through **CFolder** located within the bid board on open solicitations

IAW BASIC DRAWING NR 98897 4P51036 REVISION NR P DTD 06/24/1991 PART PIECE NUMBER: 4P51036-143A

Part
Numbered

Approved Manufacturer Part Number. If not an approved Source, you have to submit a **Source Approval Request**

AERO COMPONENTS INC DBA 59213 P/N 123P10368-1
NORTHROP GRUMMAN SYSTEMS 26512 P/N 123P10368-1

Qualified
Products List

Requires demonstration of capability to perform; qualifying activity listed on QPL

QPL APPLIES
IAW BASIC SPEC NR MIL-DTL-85694A



SAR



- The Source Approval Request (SAR) must contain information about a prospective new supplier. IAW the Aviation Source Approval and Management Handbook 16 March 2011 Joint Aeronautical Commander's Group (JACG):
<http://www.dla.mil/HQ/SmallBusiness/Business.aspx>
- The SAR package must include all the technical data needed to demonstrate that the prospective supplier can competently manufacture or perform Repair, Overhaul, Maintenance and Modification (ROMM) of the item requiring source approval to the same level of quality or better than the system prime contractor, major subsystem contractor, or OEM.



Small Business Assistance



- **Program Management POCs**

8(a)/SDB	804-279-4091
HUBZone	804-279-4719
SDVOSB	804-279-1888
WOSB	804-279-1342

- **Source Approval Program**
 - 804-279-5114
- **Supplier Outreach/Counseling**
 - 800-227-3603
- **Supplier Assistance Mailbox**
 - dlaavnsmallbus@dla.mil
- **DIBBS/Systems Help**
 - 804-279-4302

DLA Aviation Small Business Office:



Steven

