



THE LINK

Connecting Suppliers with DLA



Issue 27
January 2023

2023 TKO Mark Your Calendars!

TKO
Seminars are
FREE!



Learn how to do business with
the Government!

January 10-11, 2023
March 14-15, 2023
May 9-10, 2023
June 13-14, 2023 (PTAC Only)
July 11-12, 2023
September 5-6, 2023
November 7-8, 2023

HELD VIRTUALLY

9:00 AM - 2:30 PM (EST)

Register at: <https://tko.dla.mil/>

www.dla.mil

www.facebook.com/dla.mil

www.twitter.com/dlamil

[www.youtube.com/user/
dodlogisticsagency](https://www.youtube.com/user/dodlogisticsagency)

DIBBS Helpdesk Points of Contact



Need Assistance?

For general DIBBS questions: DIBBSBSM@dlamail

DIBBS account reinstatement questions: DIBBS_Validation@dlamail

For questions about DIBBS Terms and Conditions: DIBBS_TC_MONITOR@DLA.MIL

To improve the resolution process when contacting our helpdesks:

- Include the CAGE code in all requests
- Read instructions provided thoroughly
- Follow all steps in the instructions received
- Provide information as requested
- Do not send duplicate requests
- Allow at least 24 hours for a response (weekend/holiday responses may be delayed longer)

DIBBS OCONUS ACCESS:

The March 21, 2021 DIBBS User Agreement Terms and Conditions states, "If the address of my company, as registered in the U.S. Government System for Award Management (SAM), is a U.S. address, I agree that I will not access DIBBS outside the United States or U.S. territories without prior approval from DLA."

To request approval, please send an email with the following subject line, "Request OCONUS DIBBS Access CAGE #####" to DIBBS_TC_MONITOR@DLA.MIL. Suppliers **do not** have permission to access DIBBS from OCONUS until an approval email from the Terms & Conditions Monitor is received. Please be aware that if approved, this does **NOT** grant you access to cFolders while OCONUS, which is **always** prohibited.

The Small Business Programs FAQ



U.S. Small Business
Administration

To help provide a level playing field, DLA and other federal agencies limit competition for certain contracts to small businesses. These contracts are called “small business set-asides.”

A subset of small business set-asides are contracts reserved for the small business socioeconomic programs: 1) the Historically Underutilized Business

Zone (HUBZone) Program; 2) the Service-Disabled Veteran-Owned Small Business (SDVOSB) Program; 3) the Women-Owned Small Business (WOSB) Program, and 4) the 8(a) Business Development Program.

The [Federal Acquisition Regulation](#) (FAR) sets parameters for each of the programs, including which vendors are eligible to participate and the certification you are required to obtain if you would like to bid on these contracts. Usually, **you must take certain steps** to pre-qualify your business for the small business socioeconomic programs before you can participate. The rules in the FAR apply to all DLA solicitations and contracts, **including those on DIBBS**.

For small business and socioeconomic program set-asides, the process to determine your eligibility to bid on and win contracts depends on the program. For small business set-asides, you can self-certify. For the socioeconomic programs, you must usually apply for and receive **certification by the Small Business Administration (SBA)**. Keep reading to recognize the differences among the programs.

The US Government has goals for each of the small business socioeconomic programs and DLA supports maximum participation. This article is written to help suppliers **understand the rules**, which is important because misrepresentation of your company’s status in order to obtain a set-aside contract can result in suspension or debarment and civil or criminal penalties.

Small Business Set-Asides

This is a self-certification. To be eligible for a small business set-aside, you must represent in good faith that you are a small business concern and meet the size standard corresponding to the North American Industry Classification System (NAICS) code identified in the solicitation (refer to [FAR Part 19](#)). Your self-certification **may be challenged** via a protest by another offeror or interested party, in which case SBA will evaluate your status and make a determination about whether you are a small business.

HUBZone Program



This is an **SBA certification**. Consider applying to SBA for certification if your small business’s principal office is located in a [HUBZone](#) and at least 35% of your employees live in a HUBZone (refer to [FAR subpart 19.13](#)).

Service-Disabled Veteran-Owned Small Business Program



This is a self-certification, but the rules are [changing soon](#). Your small business may qualify if it is at least 51% owned and controlled by one or more service-disabled veterans. You should **prepare now** for [important revisions](#) to the SDVOSB Program that may affect your eligibility in the near future (refer to [FAR subpart 19.14](#)).

Women-Owned Small Business Program

This is an **SBA certification**. Your small business must be certified by SBA or an SBA-approved third-party certifier. Economically disadvantaged women-owned small business (EDWOSB) is a subset of women-owned small business (WOSB) and you must apply to SBA for either certification (refer to [FAR subpart 19.15](#)).



8(a) Business Development Program



This is an **SBA certification**. [Socially and economically disadvantaged](#) small business owners should consider applying to SBA for the 8(a) Program if you have been in business for at least two years and are interested in expanding your footprint in the federal marketplace (refer to [FAR subpart 19.8](#)).

For more information about the programs above or about how to apply, visit www.sba.gov/federal-contracting/contracting-guide/types-contracts.

For SBA certifications, checking your status in the [Dynamic Small Business Search](#) is usually the best way to know if you are certified and you can do this by searching for your Unique Entity Identifier (UEI) or CAGE Code.

For assistance understanding the rules or help applying to SBA for certification, contact the [Procurement Technical Assistance Centers](#) (PTACs). Funded by the US Department of Defense, the PTACs provide no-cost assistance related to the small business programs and other aspects of selling to the federal government.

You may also contact the [DLA Small Business Office](#), which has personnel stationed at each of DLA's buying commands.

FY 2023 Webinar Schedule

The Defense Logistics Agency (DLA) Office of Small Business Programs offers monthly webinars to educate small businesses and others about DLA's mission and opportunities to participate in our various supply chains. Hear directly from experts at our diverse buying commands as they discuss the DLA Small Business Program and our requirements, which include procuring military spare parts, food, fuel, uniforms, medical supplies, and construction material for the Army, Navy, Air Force, Marine Corps, Space Force, Coast Guard, 11 combatant commands, other federal agencies, and partner and allied nations. All webinars are FREE! You just need to register.

Land and Maritime Webinars:

- Doing Business with DLA —January 17, 2023, 2 PM EST
- DIBBS: Solicitations—February 21, 2023, 2 PM EST
- DIBBS: Quoting—March, 7, 2023, 2 PM EST
- Supplier Performance Risk System (SPRS) — April 11, 2023, 2 PM EST
- C-Folders—May 16, 2023, 2 PM EST
- Vendor Shipping Module (VSM) — June 20, 2023, 2 PM EST
- Pricing—July 18, 2023, 2 PM EST
- Packaging—August 15, 2023, 2 PM EST
- Resolving Issues with Orders—September 26, 2023, 2 PM EST
- Post Award—October 10, 2023, 2 PM EST
- Casting and Forging—November 07, 2023, 2 PM EST



Make reservations at: <https://tko.dla.mil> (Select Land & Maritime)

Small Business Office Webinars:

- Understanding How to Do Business with DLA Aviation— January 11, 2023, 1:30 PM EST
- Doing Business with DLA with an Emphasis on 8(a) SDB Program—February 8, 2023, 1:30 PM EST
- Doing Business with DLA with an Emphasis on WOSB Program—March 8, 2023, 1:30 PM EST
- Understanding How To Do Business with DCSO— April 5, 2023, 1:30 PM EST
- Understanding How To Do Business with Troop Support—May 10, 2023, 1:30 PM EST
- Doing Business with DLA with an Emphasis on SDVOSB Program—June 14, 2023, 1:30 PM EST
- Understanding How To Do Business with DLA Distribution—July 12, 2023, 1:30 PM EST
- Understanding How To Do Business with DLA Disposition—August 9, 2023, 1:30 PM EST

Register for an event by following the registration instructions within the event of your choice located at www.dla.mil/SmallBusiness/Calendar.

LAND SUPPLY CHAIN - "HOT" ITEMS LIST

Do you have parts on hand? Government surplus? Manufacturers' overruns?

DLA Land Supply Chain has posted a list of items that are urgently needed at:<https://www.dla.mil/LandandMaritime/Business/Selling/DLA-Land-and-Maritime-Procurement-Initiatives/>.

We are looking for readily available and usable material. We are asking our industry partners to review this list and let us know if you have surplus, manufacturers' overruns, or residual inventory. The intent is to update this list monthly so please check back regularly.

Please submit inquiries to FL.AvailMat@dla.mil or contact Lori Archibald @ 614-692-4214.

DLA NEEDS YOUR HELP TO IMPROVE CONTRACT ON-TIME DELIVERY

Improving On-time Delivery (OTD) through contract delivery dates (CDD) is a primary metric for the Defense Logistics Agency (DLA) to ensure we are meeting the requirements of our warfighters. We ask our industry partners to take the following steps to help better ensure CDDs are met:

1. Use PARs: Please ensure you are using the DLA Post Award Request (PAR) system when communicating with our post award contract administrators. This allows for tracked and timely responses to your inquiries. Under special contracting arrangements such as Prime Vendor contracts or Performance Based Logistics contracts, direct communication with Tailored Logistics Support specialists or on-site-assigned DLA personnel is still the most effective means of communication.
2. Be Realistic: Quoting realistic CDDs is vital so that DLA can posture itself to meet the needs of our military service customers. Delivery is a competitive factor for award and should be attainable, but also weighted heavily after award in several DLA and DoD evaluation systems.
3. Be Proactive: Inform your contract administrator as soon as possible of any challenges you are facing to meet timely delivery. This includes expected supply chain issues, unforeseen emergencies or issues with subcontractors. If you use DIBBS PARs as your primary means of communication with your contract administrator, please ensure you are assigning the proper PAR reason codes to expedite attention and ensure timely responses. Contractors are required to use this tool which can be found on www.dibbs.bsm.dla.mil under the section titled, Awards. You must create an account. This request will generate a CASE ID number for tracking purposes and will go directly to the appropriate contract administrator.
4. Coordination: If you know the CDD cannot be met after the contract has been awarded, ask for a contract modification through PARs that reflects a realistic CDD. Please note that approval is subject to a decision by the contracting officer and you may be asked to provide consideration. It's important to also coordinate with your subcontractors and suppliers far enough in advance of the CDD.
5. Help DLA Perform Better: We continually strive to improve our processes for our suppliers, such as making updates to PARs to make it more user friendly. As you communicate with contract administrators, please let us know how and where we can improve to assist you in meeting the CDD.
6. Vendor Shipment Module (VSM): Please use VSM for the most up-to-date shipments being made directly to customers: <https://vsm.distribution.dla.mil>.

For any questions or comments, please contact Brian Wilt (brian.wilt@dla.mil) or Charleen Trotter (charleen.trotter@dla.mil).

DLA Aviation Commodities Directorate Vendor PAR Escalation

On May 2, 2022, DLA Aviation Commodities Directorate launched a Vendor PAR Escalation mailbox VendorPARescalation@dla.mil. Testing of the Vendor PAR Escalation mailbox will continue through March 31, 2023.

IMPORTANT NOTE:

This escalation mailbox is only for orders issued to suppliers by DLA Aviation Commodities Directorate, Richmond, VA. Orders issued by other contracting offices, e.g, DLA Land and Maritime and DLA Troop Support, will not be processed.