

Defense Logistics Agency and Small Business

By Leslie Ann McMillan

Small businesses throughout the United States have some great opportunities for government contracts through an enormous federal entity known as the Defense Logistics Agency (DLA). Even if that particular option does not seem like the right fit for your business, consider that the DLA oversees a nationwide network of local APEX Accelerators (formerly PIAC) that can assist with information, preparation, registration, certification, and other aspects of the contracting process with local, state, and federal government agencies.

This Louisiana Business Journal article is based directly on descriptions that you can find on the DLA website (www.dla.mil). We encourage you to read this article for several pieces of relevant information, and also to visit the DLA website for more thorough explanations. You might be surprised by what you learn and how it could apply to your business development and growth—either in the near future or at a later time when you and your business are ready.

History of the DLA
The origins of the Defense Logistics Agency date back to World War II, when America's huge military buildup required the rapid procurement of vast amounts of munitions and supplies. After the war, a presidential commission headed by former President Herbert Hoover recommended centralizing management of common military logistics support and introducing uniform financial management practices. Integrated management of supplies and services began in 1952 with the establishment of a joint Army-Navy-Air Force Support Center to control identification of supply items. For the first time, all the military services bought, stored, and issued items using a common nomenclature. For more information on the history of the DLA, please see www.dla.mil/AboutDLA/History



DLA Small Business Programs
Small businesses provide critical resources that contribute to the DLA's mission. The DLA is committed to providing all categories of small businesses an opportunity to participate in DLA acquisitions. The website contains information to

inform and educate small businesses about DLA requirements and procurement practices whose mission is to "Support the Warfighter." DLA is the Department of Defense's (DoD) largest combat support agency. It provides worldwide logistics

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Edwards Unlimited is an award-winning media production and leadership development business enterprise. Our company is dedicated to helping corporations, entrepreneurs and non-profit organizations celebrate their successes and share their vision with the world through high quality video production, media/ presentation training and strategic communications. President & CEO Janice Edwards is an award-winning talk show host, Emmy-nominated producer, co-author of the international best-seller *Step Into Your Brilliance*, an in-demand MC, and an acclaimed contributor to community empowerment through her media work.

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SOUTHEAST EVENTS FOR YOUR BUSINESS

2023

Federal Contracting: Veteran Small Business Certification Program Webinar
Wednesday, May 31, 2023, 9:00 am–10:00 am CDT Online
Main Sponsor(s): US Small Business Administration
Contact: Stephanie Workman, 478-919-7652, stephanie.workman@sba.gov
Fee: Free; registration required
Learn about SBA's new Veteran Small Business Certification program. Certification has been transferred from the Department of Veterans Affairs (VA) to SBA as of January 1, 2023. Certification with SBA allows service-disabled veteran-owned small businesses (SDVOSBs) to compete for sole-source and set-aside federal contracts across the federal government. Certified veteran-owned small businesses (VOSBs) have additional opportunities to pursue sole-source and set-aside contracts at the Veterans Administration (VA) under the VA's Vets First program. Register for this free webinar at <https://www.eventbrite.com/e/federal-contracting-veteran-small-business-certification-program-tickets-631019665807>

8(a) Orientation and SAM Registration Webinar
Wednesday, June 21, 2023, 9:30 am–10:30 am CDT Online
Main Sponsor(s): US Small Business Administration
Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov
Fee: Free; registration required
Join the Small Business Administration (SBA)

Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

Selling to the Federal Government Webinar
Thursday, June 22, 2023, 12:00 pm–3:00 pm CDT Online
Main Sponsor(s): US Small Business Administration
Contact: George Tapia, 610-382-3086, george.tapia@sba.gov
Fee: Free; registration required
Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

CERTIFICATION

Small Business Exchange, Inc.
is DBE certified by the Louisiana UCP.

