



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

DLA Document Services Equipment Management Solutions Overview

June 8, 2023

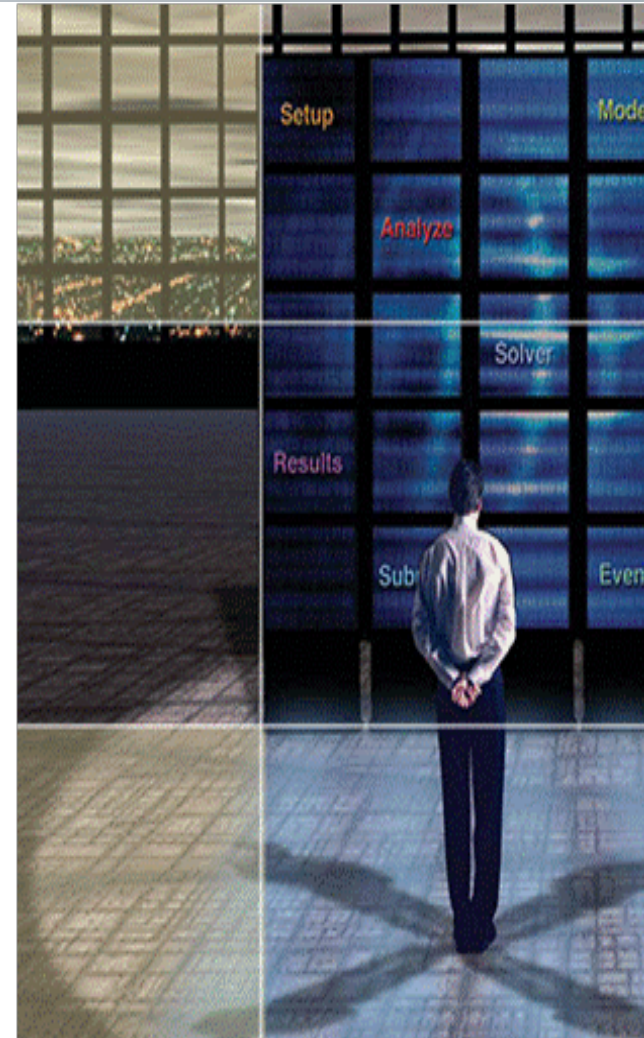
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Solutions





DLA Document Services Overview

- DLA has been designated the single manager for document services for the DoD based on the updated DoDI 5330.03
 - Signed on May 7, 2021 by the Under Secretary of Defense for Acquisition and Sustainment
- Document Services includes:
 - Multifunctional Devices (MFD) and Printers
 - Printing Services
 - Scanning & Conversion Services
- DLA newly identified as single manager for office devices
- Re-affirms DLA's long standing previous position as single manager for printing



DLA Enables the Services to FOCUS resources on their CORE mission



Document Services Solutions - Moving DoD Toward Automation

- Full Portfolio of Document Solutions
- Catalyst for On-Line/Self Services



DoDI 5330.03
updated on
May 7, 2021

Bulk Printing &
Warehousing
(3-5%)

On-Demand Output
/ Scanning
(35-45%)

On-line
Services
(3-5%)

Self-
Service
(50-55%)

- ✓ Volume purchasing power = savings to DoD
- ✓ Best Value Services – Adjust Resources / Deliver Savings
- ✓ Create Customer Convenience – Leverage our Core Expertise
- ✓ Best Practices - Market Awareness / Knowledgeable Workforce



Equipment Management Solutions (EMS) Mission & Overview

Mission: Deliver comprehensive and cost-effective print and document management capabilities to the warfighter, anywhere on land or water, by working closely with the service components, combatant commands, U.S. Coast Guard and our other valued customers via delivery of managed print services within a user's office workspace for copy, print, fax and scan capability.

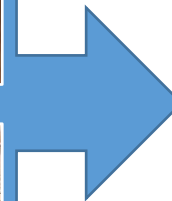
Defense Working Capital Fund (DWCF) Activity

Reimbursable mission, no impact to DLA Cost Recovery Rate (CRR)
Revenue pays for expenses

Office Document Services – Deliver office print, copy, scan and fax solutions at lowest Total Cost of Ownership (TCO)

Assessments – Performance analysis & configuration optimization

Paper/Toner Services – Support mission essential, supplemental single function print devices

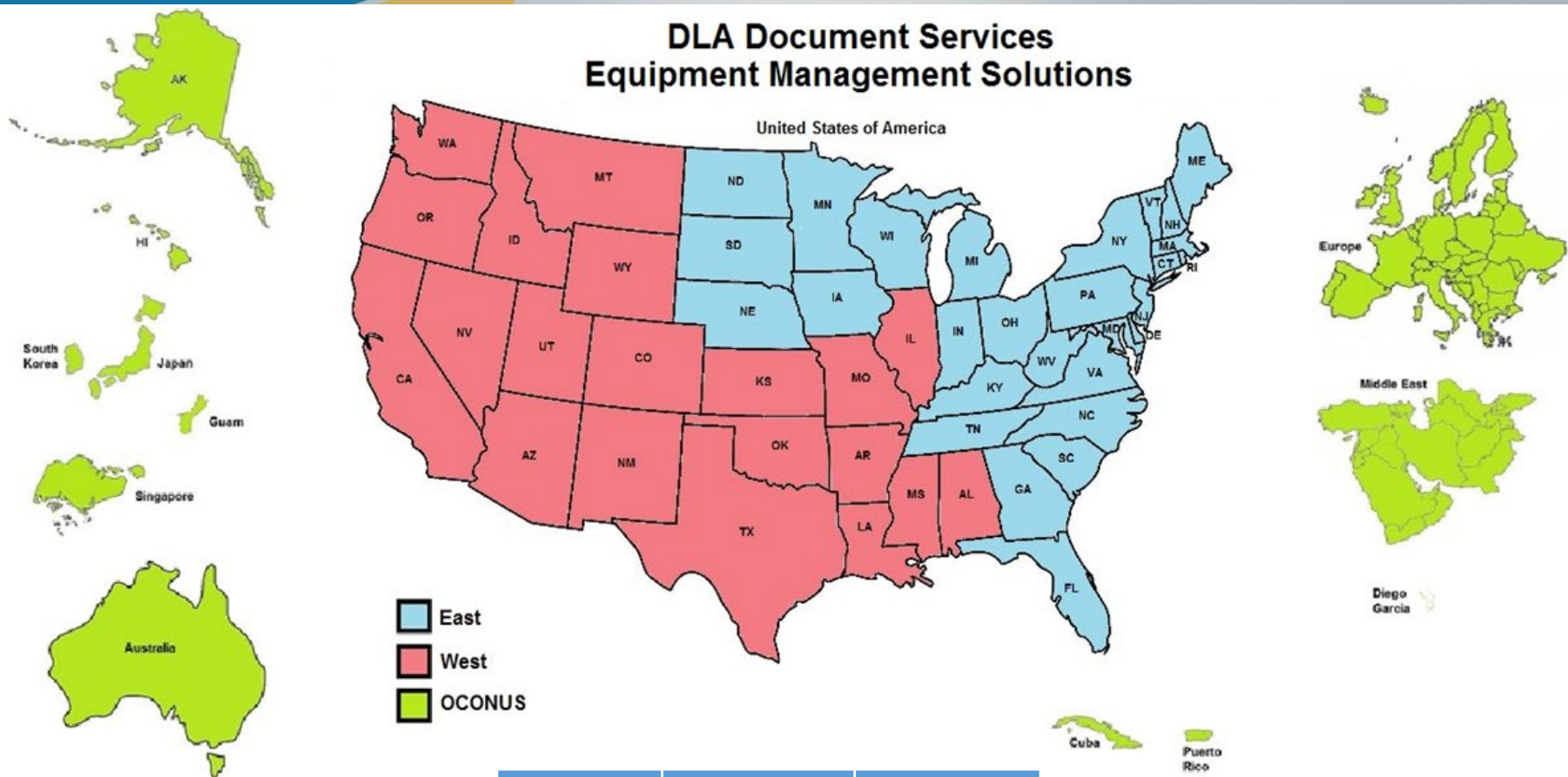


**Workgroup
Multifunctional Devices**
Copy, Print, Fax, and Scan



EMS Regional Support

DLA Document Services Equipment Management Solutions



Region	Leased Devices	Contracts/Orders
East	23,581	476
West	14,419	222
OCONUS	16,276	226
	54,276	924



EMS Lease Contracts

- Leases with flat monthly rate including:
 - Device moves, maintenance, supplies (excluding paper)
- CONUS Office Document Device Contract (aka PRTNR)
 - Awarded August 12, 2021
 - Multi-vendor IDIQ
 - Contract Scope
 - Covers CONUS, as well as non-foreign OCONUS locations Alaska, Hawaii, and Puerto Rico
 - Enhanced enterprise management tools
 - Software updates, onsite technical services
- Other OCONUS IDIQ lease vehicles for areas such as Japan, Korea, etc



EMS Purchase Contracts

- Multi-vendor IDIQ contracts in place for device purchases
 - Desktop MFDs, single function printers and scanners
 - Awarded May 11, 2023
 - Contract scope: Covers CONUS, as well as non-foreign OCONUS locations Alaska, Hawaii, and Puerto Rico
 - Wide format MFDs, printers, and scanners up to 44 inches
 - Awarded May 31, 2022
 - Contract scope: Covers CONUS, as well as non-foreign OCONUS locations Alaska, Hawaii, and Puerto Rico



EMS Shipboard Multi-Device Program (SMDP) Contract

- Supports the Navy and other Federal afloat missions worldwide
- Provides multi-functional devices for purchase only, including technical training to active-duty personnel in a classroom environment, on-board shipboard riders, pier-side technicians, consumables, supplies to:
 - US Navy Ships
 - Supervisor of Shipbuilding (SUPSHIPs) (for new build construction and ships in overhaul status)
 - US Coast Guard (USCG)
 - Military Sealift Command (MSC)
 - Fleet Marine Forces (FMF - MEU - MEF)
 - Submarine community
 - SPAWAR afloat initiatives

“If it is above or below the sea, direct it to SMDP”



Industry Challenges – In My Opinion

- Delivery Delays
 - Late deliveries greatly affects ability to support customers and minimize service disruptions
- “Amazon” Model
 - Customers want their devices almost instantaneous
- Vendor Pick Ups
 - Late pick ups of termed leased devices
- Decline in Print
 - Customers continue to print less
 - When we deliver print devices late, we drive customers to non-print alternatives



The Future of Print – In My Opinion

- Think Before You Print
 - Other forms of communication taking precedence
 - Tablets, email, online/digital content
 - Print will continue to be valuable
 - Physical presence for customer engagement (brochures, take-aways)
 - Generational preferences between print and digital
 - Scanning to an EDM Solution
 - Tools are available, but can we make it easier for the DoD space?

