DEFENSE LOGISTICS AGENCY
MEDICAL SMALL BUSINESS

DLA Troop Support's (TS) Medical supply chain supports the Nation's military every day and in every crisis. DLA TS Medical support warfighters and their dependents around the world, from well babies to wounded warriors. To ensure their basic and critical medical and pharmaceutical needs are met, the support includes surgical items, preventive vaccines, field hospital equipment and even medical supplies for animals.

DLA TS's Medical supply chain has established multiple acquisition methods for its customers to purchase medical materiel (the equipment, apparatus, and supplies of a military force or other organization). They include the following: Medical Prime Vendor Program (MPVP), Medical Electronic Catalog (ECAT), Contingency Contracts, Solicitation Proposal Process, National Stock Number (NSN) Ordering, and through the DLA Internet Bid Board System (DIBBS).

Being a participant in any one or more of the programs does not guarantee sales. You will need to market your company and products to the Military Services to increase sales. This could be accomplished by sending sales and marketing personnel to meet with clinical and medical logistics personnel located at Military Treatment Facilities (MTFs) (hospitals, ambulatory care and occupational health clinics, and dental clinics) such as Walter Reed Military Medical Center, Naval Medical Center Portsmouth, etc., or by speaking to clinical and logistics personnel assigned to field and deployable medical units.

WHAT DOES TROOP SUPPORT MEDICAL PROCURE AND HOW?

COMMODITY	MPVP	ECAT	CONTINGENCY CONTRACT	SOLICITATION PROPOSAL PROCESS	NSN OR PART # ORDERING	DIBBS	FEDERAL SUPPLY CLASSIFICATION CODE (FSC)
Pharmaceuticals	Yes	No	Yes	Yes	Yes	Yes	6505
Medical/Surgical	Yes	Yes (Limited)	Yes	Yes	Yes	Yes	6515
Dental Items	No	Yes	Yes	Yes	Yes	Yes	6520
Optical Items	No	Yes	No	No	No	No	6540
Laboratory Items	No	Yes	Yes	Yes	Yes	Yes	6640
Hospital Lab Equipment	No	Yes	No	Yes	Yes	Yes	6640
Critical Care	No	Yes	No	Yes	Yes	Yes	6515
Biomedical Equipment	No	No	No	Yes	No	No	6525
Medicated Cosmetics	No	No	Yes	Yes	Yes	Yes	6508
Veterinary Pharmaceuticals	No	No	Yes	Yes	Yes	Yes	6509
Surgical Dressing Materials	Yes	No	Yes	Yes	Yes	Yes	6510
Hospital Furniture	NOTE: Medical does not procure hospital furniture. GSA is the authorized supplier.						6530
Hospital Surgical Clothing	Yes	No	Yes	Yes	Yes	Yes	6532
Replenishable Field Kits	Yes	No	No	Yes	Yes	Yes	6545
In-Vitro Diagnostic Substances, Reagents Test Kits and Sets	No	Yes	No	Yes	Yes	Yes	6550
Chemical Analysis Instruments	No	Yes	No	Yes	Yes	Yes	6630
Training Aids	No	Yes	No	Yes	Yes	Yes	6910
Crude Grades Plant Material	NOTE: Medical does not have requirements for this FSC.						9410
Memorials, Mortuary Equipment	No	No	No	Yes	Yes	Yes	9930

MEDICAL PRIME VENDOR PROGRAM

The majority of Medical Items are purchased by DLA's customers through the MPVP.

Pricing Agreements

Suppliers are required to establish a Pricing Agreement to participate in the MPVP.

A Prime Vendor (PV) is a single distributor of brand specific medical supplies. PV contracts are in place for pharmaceuticals, medical/surgical, Navy Fleet, and War Reserve/Readiness.

Visit MPVP at www.medical.dla.mil/Portal/PrimeVendor/PrimeVendorHome.aspx.

• **Distribution and Pricing Agreements (DAPA)** are issued to suppliers of medical items (commercial items and items that do not necessarily need an NSN) by the DLA TS Medical Supply Chain. These suppliers thereby become "DAPA-holders." DAPAs are pricing vehicles used to establish and manage pricing with manufacturers and/or distributors for medical material purchased under DLA's MPVP contracts. Prices are deemed fair and reasonable prior to approving and issuing a DAPA. Learn more about DAPAs at www.medical.dla.mil/Portal/DapaMS/DapaMS.aspx.

• **Federal Supply Schedules (FSS)** for pharmaceutical items: If suppliers already have a FSS for an item, they can use that FSS to sell that item through the MPVP. A DAPA will still need to be established to sell through the MPVP for medical/surgical and equipment items.

MEDICAL ELECTRONIC CATALOGUE

The Medical ECAT is a Net-centric ordering, distribution, and payment system providing the Department of Defense (DoD) and other Federal customers access to multiple manufacturer and distributor commercial catalogs at discounted prices. The program is a complementary acquisition strategy allowing customers to browse, compare, and order a wide range of pharmaceutical, laboratory, dental, optical fabrication, and medical/surgical equipment commercial items not available through DAPAs under the MPVP.

ECAT provides products from manufacturers and distributors to maximize the breadth and depth of its product offerings and promote competition among suppliers. DLA TS Medical Supply Chain contracting specialists negotiate discounted pricing off of the supplier's commercial catalog price. This discounted price is presented to ECAT customers as the "Total Delivered Price" of the product. This price includes all transportation/distribution and administrative costs. Learn more about the ECAT Program at www.dla.mil/TroopSupport/Medical/ECAT.

Contact the ECAT Help Desk at (800) 290-8201 or email the ECAT Help Desk at DSCPECATHELP@dla.mil with any questions on the ECAT program or how to become an ECAT supplier.

CONTIGENCY CONTRACTS

DLA TS Medical Supply Chain, in consultation and collaboration with the Military Services and other DoD agencies, places a subset of items under contract for contingency situations such as military or humanitarian operations. In order to ensure that the healthcare industry and the industrial base can support contingency operations, DLA TS Medical Supply Chain attempts to place products under contingency contract to improve planning and sustainment operations on behalf of the Military Services. View Contingency Contracts info at www.dla.mil/TroopSupport/Medical/Readiness.

SOLICITATION PROPOSAL PROCESS

DLA TS Medical Supply Chain utilizes various kinds of solicitations. For example, we have Customer Value Contracts (CVCs), Multiple Award Contracts, and Blanket Purchase Agreements (BPAs). We place notices of solicitations valued over $25,000 on the Federal Contract Opportunities website at SAM.gov.

Site	Department of Defense Activity Address Code (DoDAAC)			
Philadelphia, Pennsylvania	SP0200	SPE2D*	SPM200	SPM2D*
Pearl Harbor, Hawaii	SPE2DT			

Buys from $2,500 to $24,999 are competed with a variety of companies that produce the product typically through the DLA Internet Bid Board System. For Equipment items such as Imaging Equipment, DINPACS, Patient Monitoring, Imaging Equipment Maintenance, or Radiation Oncology Equipment, DLA TS Medical Supply Chain awards to every company that meets the requirements of the solicitation. We then issue orders for items as the customers send in their purchase requests.

NATIONAL STOCK NUMBER ORDERING

Prior to the implementation of MPVP, medical supplies were procured using NSNs. The NSNs are now primarily reserved to support our readiness efforts and contingency operations. Military services have the ultimate authority to establish a NSN for a new product or authorize a substitute source for any existing NSN that meet the minimum requirements of the mission. Learn more about NSN Ordering at www.medical.dla.mil/Portal/Readiness/MedicalNationalStockNumbers.aspx.

DLA INTERNET BID BOARD SYSTEM

The DLA Internet Bid Board System (DIBBS) at www.dibbs.bsm.dla.mil is a web-based bid board that allows suppliers to search for, view, and submit secure quotes on Requests for Quotations (RFQs), search and view Request for Proposals (RFPs), and view awards for DLA items of supply.

DLA TROOP SUPPORT SMALL BUSINESS OFFICE CONTACT INFORMATION

Email:	DLATroopSupportsbo@dla.mil
Toll Free:	800-831-1110
Troop Support Associate Director:	215-737-2321
Medical Supply Chain Small Business Professional:	215-737-4648

Visit "How Do I Sell to Medical Supply Chain?" webpage at www.medical.dla.mil/Portal/Default.aspx for more information.

Additional information and resources can be found on the DLA Small Business website
www.dla.mil/smallbusiness