



# HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

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<http://dscp.dla.mil/gi/general/hepp.htm>



# HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)



## MISSION

**Provide Program Management of heavy/environmental/fire & rescue equipment for Military Services, National Guard Units, Federal activities & other government agencies**



# HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)



## Types of Equipment



- ◆ **Environmental Products**
  - ◆ Balers, Crushers, Compactors, Shredders
  - ◆ Recycling Equipment (e.g. Mini-Cyclers, Vacuum Systems)
  - ◆ Pre-Fab Buildings, Concrete Buildings, Instant Structures
  - ◆ Sweepers, Sewer Cleaners
- ◆ **Heavy Equipment**
  - ◆ Material Handling (e.g. Lifts, Warehouse Trucks)
  - ◆ Construction (e.g. Excavators, Loaders, Graders)
  - ◆ General (e.g. Cranes, Tractors)
- ◆ **Fire Trucks/Rescue Vehicles**



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## Support Vehicles

- ◆ **Multi award commercial requirement contracts**
- ◆ **Industry Leaders (OEMs)**
- ◆ **10 Year Contracts**
- ◆ **Full Range of Options Available**
- ◆ **Living Document - Add/Delete**
- ◆ **Average 10 Day Admin. Lead Time**
- ◆ **Low Cost Recovery Factor - 1.387**



# HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)



## Customer Benefits



### Quick & Simple Ordering

- ◆ Reduced Procurement Cost - Leveraged Buys
- ◆ Increased Readiness & Sustainability
- ◆ Cradle to Grave Management
- ◆ Tailored Logistics Support
- ◆ Dedicated Customer Service
- ◆ Interactive On-Line Catalog

<http://dscp.dla.mil/gi/general/hepp.htm>



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## Environmental Products

- ◆ Baggers
- ◆ Balers
- ◆ Blasters
- ◆ Composters
- ◆ Containment Systems
- ◆ Conveyor Systems
- ◆ Crushers - Cans/Drums
- ◆ Compactors
- ◆ Extractors
- ◆ Evaporators
- ◆ Mini Cyclers
- ◆ Ordnance Deformers
- ◆ Screens/Trommels
- ◆ Shredders/Grinders
- ◆ Sweepers
- ◆ Vacuum Systems
- ◆ Washers
- ◆ Waste Water Treatment
- ◆ Buildings - Concrete, HAZMAT, Guard Shacks, Storage, Bus Stop Shower/Restroom, Office/Lunch

# HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)



## A Sample of Our Supply Sources

- ◆ American Recycling
- ◆ Atlantic Machinery
- ◆ Bouldin & Lawson
- ◆ Breg
- ◆ Drexel Industries
- ◆ Elgin
- ◆ EME Modular
- ◆ FPI, Inc.
- ◆ Hydro Engineering
- ◆ International Baler
- ◆ Ingersoll-Rand
- ◆ Jesco Industries
- ◆ Protainer, Inc.
- ◆ Safety Storage
- ◆ Stanko Products
- ◆ SSI Shredding Systems
- ◆ Teemark
- ◆ Tymco





## Lighting Team's Programs and Initiatives

- Customer Support
  - 1-800-DLA-BULB
  - Energy Efficient ~~Site~~ Lighting Catalog
  - Lighting Team Web site
    - <http://www.dscp.dla.mil/gi/general/light1.htm>
- Projects /Initiatives
  - Commercial Lighting Project
  - Tailored Logistic Support Projects
  - Long term Contracts
  - Government/Industry Alliance



# The Lighting Team



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***“We never leave our customers in the Dark”***

*Defense Supply Center  
Philadelphia (DSCP), PA*

*Maintenance, Repair &  
Operations (MRO) Materials  
Program*



*Right Time, Right Place, Every Time... Best Value Solutions for America's Warfighters*

# *The MRO Program*

- **Total MRO Materials Support – electrical, plumbing, HVAC, paint, lumber, tools, hardware, PVF, miscellaneous building supplies, etc.**
- **Prime Vendor/Integrated Supplier**
- **Partnership – Customers/DLA/Integrated Supplier aimed at achieving..**
  - ✓ **Infrastructure Savings**
  - ✓ **Inventory Cost Reductions**
  - ✓ **Leveraged Buying**



**Operational  
Efficiencies**

# Program Features

- **Information Technology**
  - ✓ On-Line Vendor Access
  - ✓ Web-based EOE System
  - ✓ Custom-Built Catalogs
- **Bills -of-Materials/Job Order Consolidation**
  - ✓ Brand Name Preference
  - ✓ Consolidate & Stage
  - ✓ Deliver Where & When
- **Material Returns**
- **Surge/Contingency Capabilities**
- **Customer Service/Support**
  - ✓ Customer Account Representatives/CLS
  - ✓ Technical Expertise



**FLEXIBILITY!**



# *Expected Benefits*

- **Within 12 Months:**
  - ✓ **Reduce On-Site Inventories**
  - ✓ **Reduce Total Processing Costs**
  - ✓ **Reduce Infrastructure Costs**
- **Out-Years:**
  - ✓ **Reductions in Pricing**
    - **Leveraged Buying**
    - **Standardization**



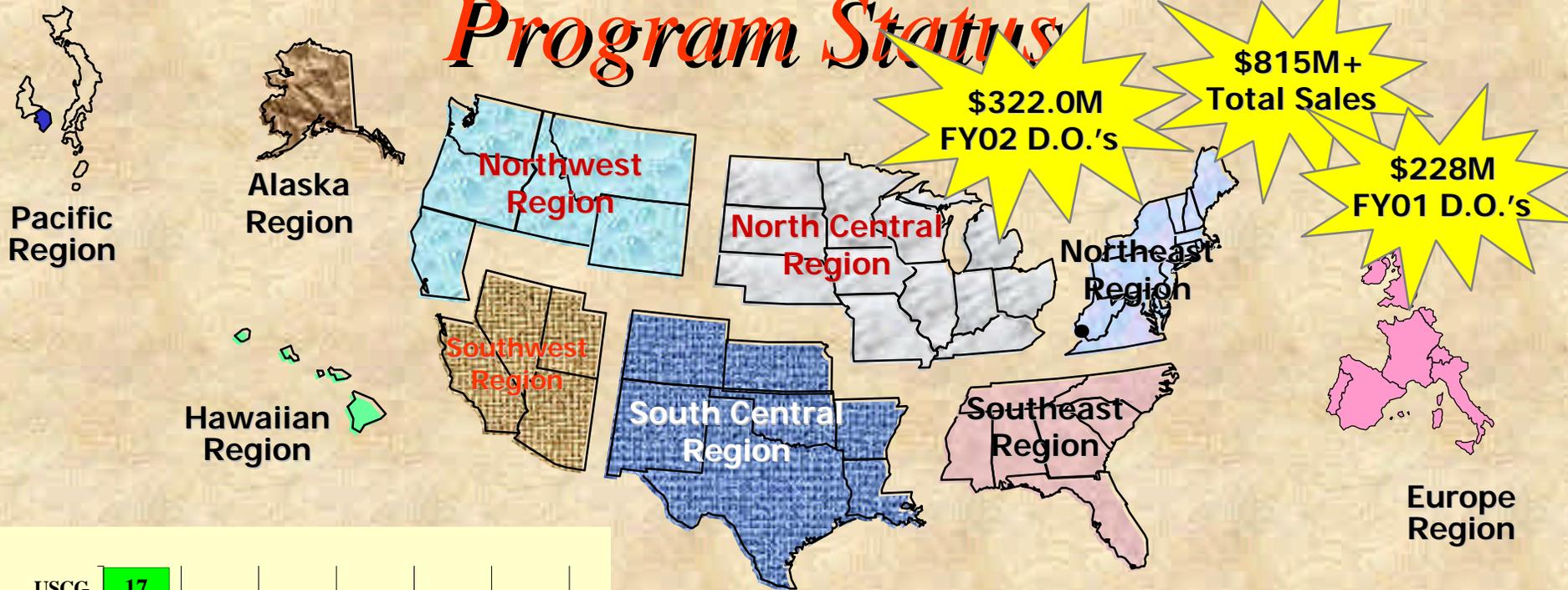
# *Continuous Process Improvement*

- **Working with customers on-site and with vendors**
  - ✓ **Determine catalog needs/changes**
    - Contents
    - Descriptions
  - ✓ **Determine customer-specific system enhancements**
  - ✓ **Review overall performance**
    - Catalog items/Delivery
  - ✓ **Conduct pricing reviews**



# MRO Prime Vendor

## Program Status



**\$322.0M**  
FY02 D.O.'s

**\$815M+**  
Total Sales

**\$228M**  
FY01 D.O.'s

**370**  
CUSTOMERS



- PROGRAM STATUS**
- All CONUS awarded as of 6/98
  - Japan/Okinawa awarded 3/99
  - Korea awarded 8/99
  - Germany - awarded 28 July 2000
  - "South of the Alps – solicitation issued June 2002

# *For More Information*

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