



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Troop Support Medical Supply Chain

Mr. Roy Dillard



# Agenda

- Medical Supply Chain Overview
- Electronic Catalog (ECAT) Opportunities
- Medical/Surgical Distribution & Pricing Agreement (DAPA)
- Medical Equipment Opportunities
- Questions & Answers

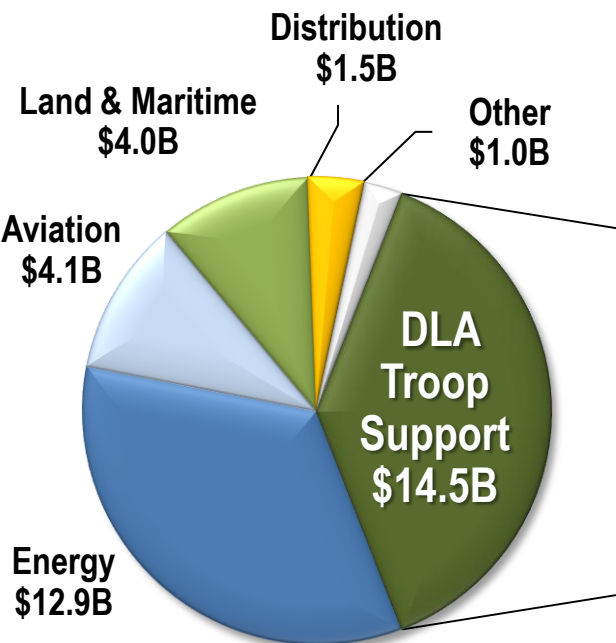


# Federal Medical Landscape

- DLA purchases nearly \$5B in medical materiel annually for DoD and other Federal Agencies... We actively work to make future purchases grow
- Federal, DoD and DLA Acquisition Regulations and Policies require a “fair & reasonable” determination on prices for all items we purchase
- DLA’s mission environment is becoming more cost constrained... requiring us to be more efficient
- Opportunities to do business with DLA Troop Support Medical
  - Electronic Catalog (ECAT)
  - Distribution & Pricing Agreements
  - Medical Equipment



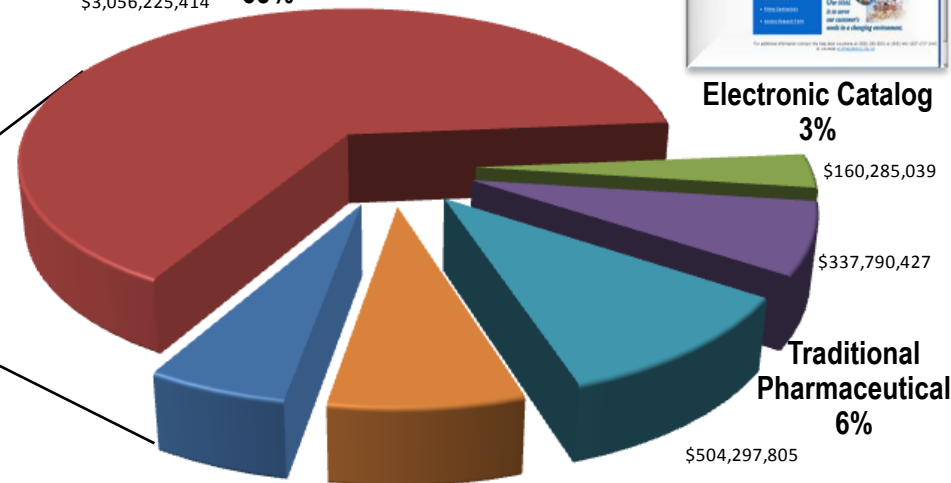
# Where Medical Fits in the DLA Enterprise



**Pharmaceutical Prime Vendor**  
\$3,056,225,414 65%



**Electronic Catalog**  
3%



## Defense Logistics Agency Breakout by Center

**Medical Supply Chain generates 11% of DLA sales with 1.3% its people**



**Capital Equipment**  
7%



**Medical/Surgical Prime Vendor**  
11%



# Our Focus



## Every Day

- Health care economics
- The business of health care
- The cost of medical materiel
- Reliable “next day” support
- Business intelligence



## Every Crisis

- Ready on day one
- Varied missions & requirements
- Resupply & sustainment
- Control commercial & industrial materiel
- Situational awareness

**Vision: To provide an integrated and responsive system of choice for providing consistent quality medical materiel support for health care providers to perform their patient care mission**



# Medical

## Customers / Items

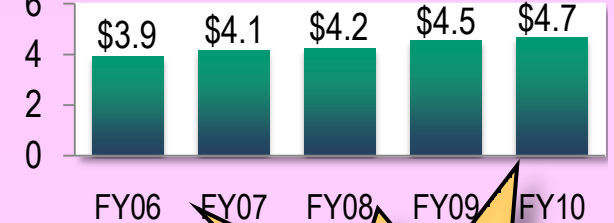
Customers: 8900+

Orders: 75,000 annually

Items: stocked 500  
 PV 370,000  
 ECAT 1M

Billions

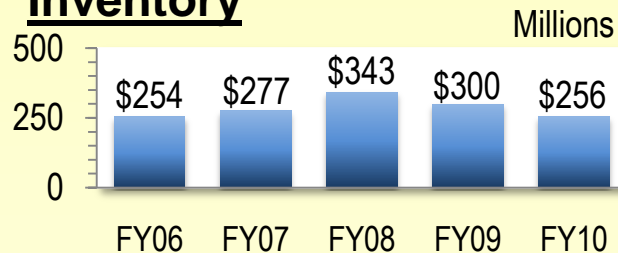
## Sales



# The Big Picture

**FY11 Forecast**  
**\$4.597B**

## Inventory



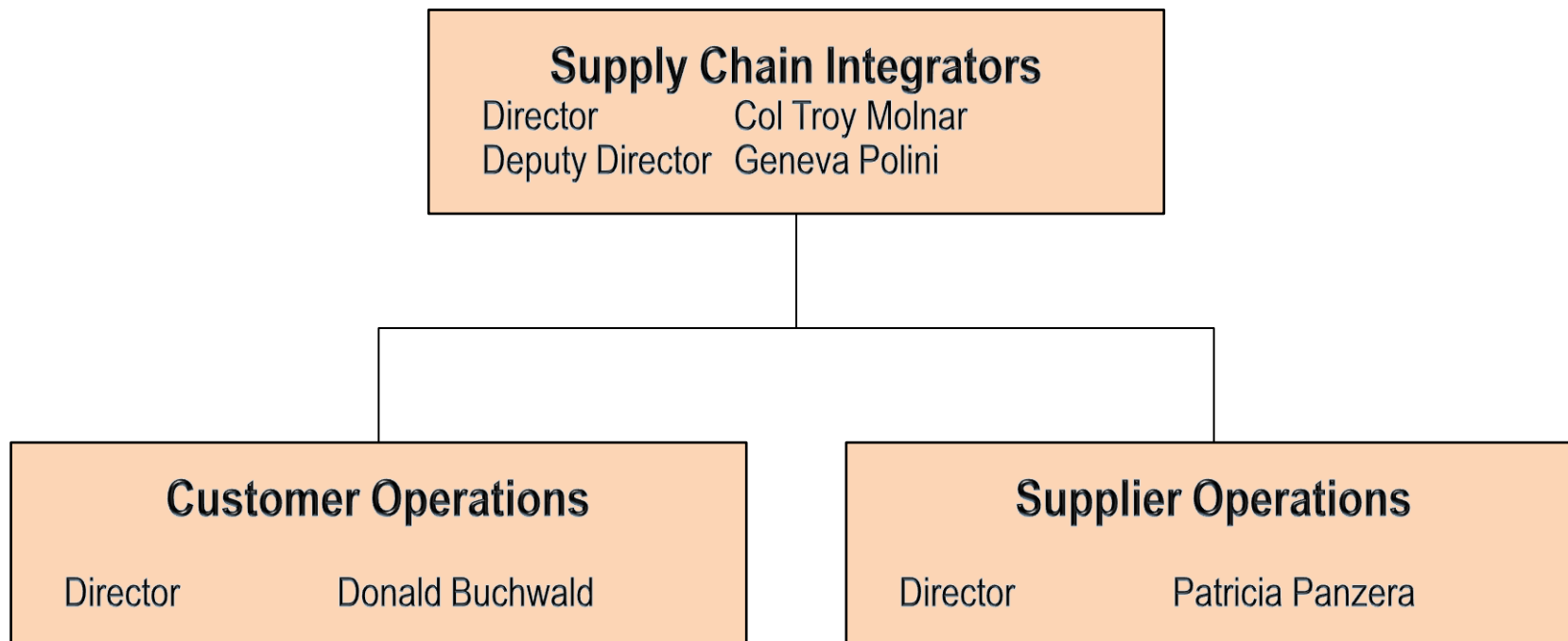
## Personnel / Vendors

Employees (auth): 315 civilian  
 10 military

Suppliers: 1,200

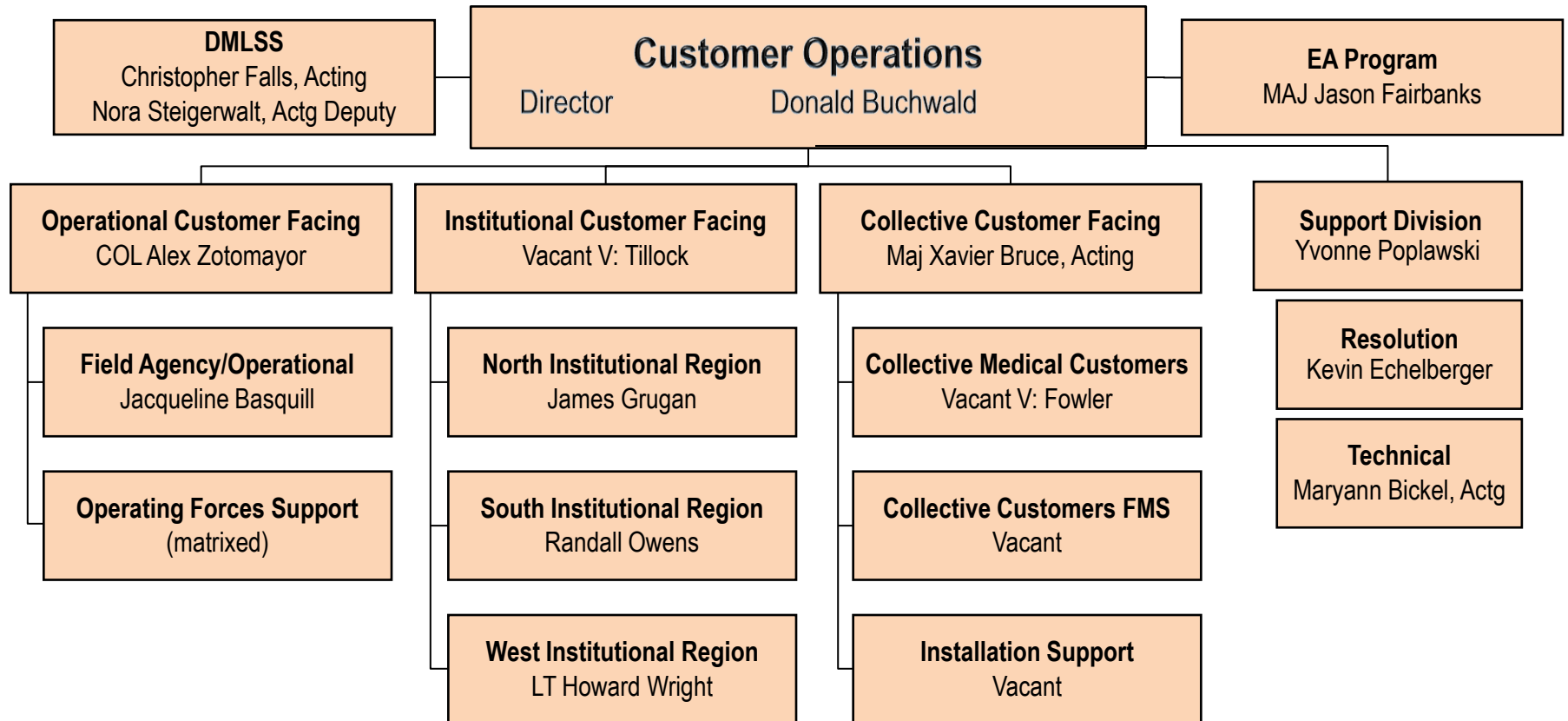


# Medical





# Medical Customer Operations Organization

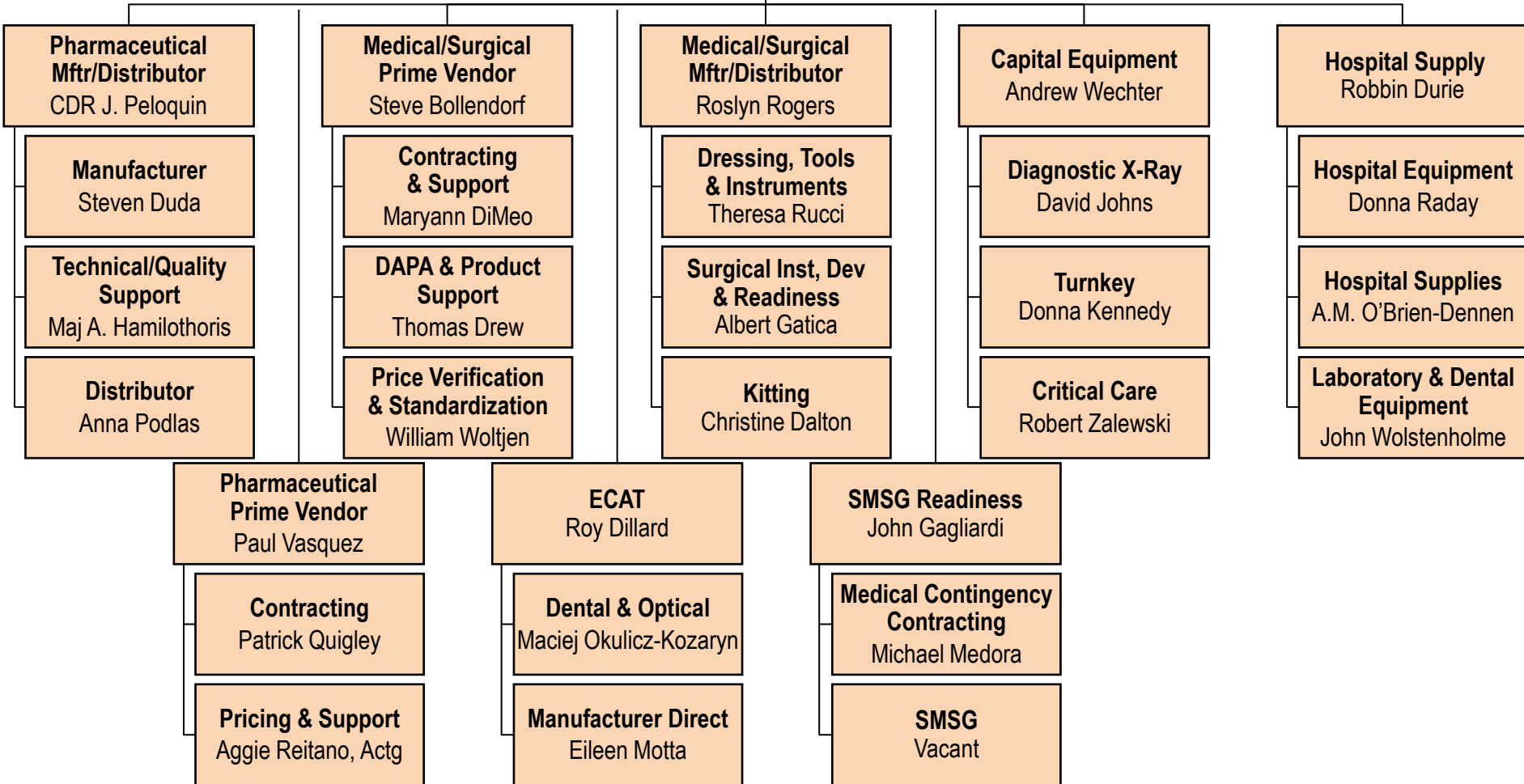






# Medical Supplier Operations Organization

**Supplier Operations**  
Director Patricia Panzera





# Our Top FY10 Customers by Service

## Army

USAMMA	\$217M
Brooke AMC	\$90M
Madigan AMC	\$78M
W Reed	\$70M
Womack AMC	\$67M
Darnell AMC	\$57M
Ft Belvoir	\$50M
Ft Bliss	\$47M
Ft Gordan	\$41M
3 <sup>rd</sup> HQ HHC	\$40M
Tripler AMC	\$38M
Ft Campbell	\$36M
Ft Benning	\$36M
USAMMCE	\$34M
<b>Total Army</b>	<b>\$1.674B</b>

## Air Force

Lackland AFB	\$95M
Wright Patterson AFB	\$69M
AFMLO	\$53M
Travis AFB-Grant MC	\$41M
KELLYUSA	\$40M
USAF Academy	\$37M
Keesler AFB	\$32M
Eglin AFB	\$30M
Scott AFB	\$27M
Nellis AFB	\$26M
MacDill AFB	\$25M
Patrick AFB	\$18M
Langley AFB	\$18M
Elmendorf AFB	\$18M
Luke AFB	\$15M
Maxwell AFB	\$14M
<b>Total Air Force</b>	<b>\$921M</b>

## Navy

Portsmouth NMC	\$99M
San Diego NMC	\$91M
Bethesda Nat'l NMC	\$65M
Nav Med Log Com	\$39M
Pensacola NH	\$36M
Jacksonville NH	\$34M
Camp Pendleton NH	\$32M
Camp Lejeune NH	\$29M
Great Lakes NHC	\$22M
Bremerton NH	\$20M
Okinawa NH	\$17M
Newport NHC	\$14M
<b>Total Navy</b>	<b>\$683M</b>

## Marine Corps

Quantico	\$18M
Camp Lejeune	\$16M
<b>Total Marine Corps</b>	<b>\$83M</b>

## Coast Guard

\$7M

## DoD Other

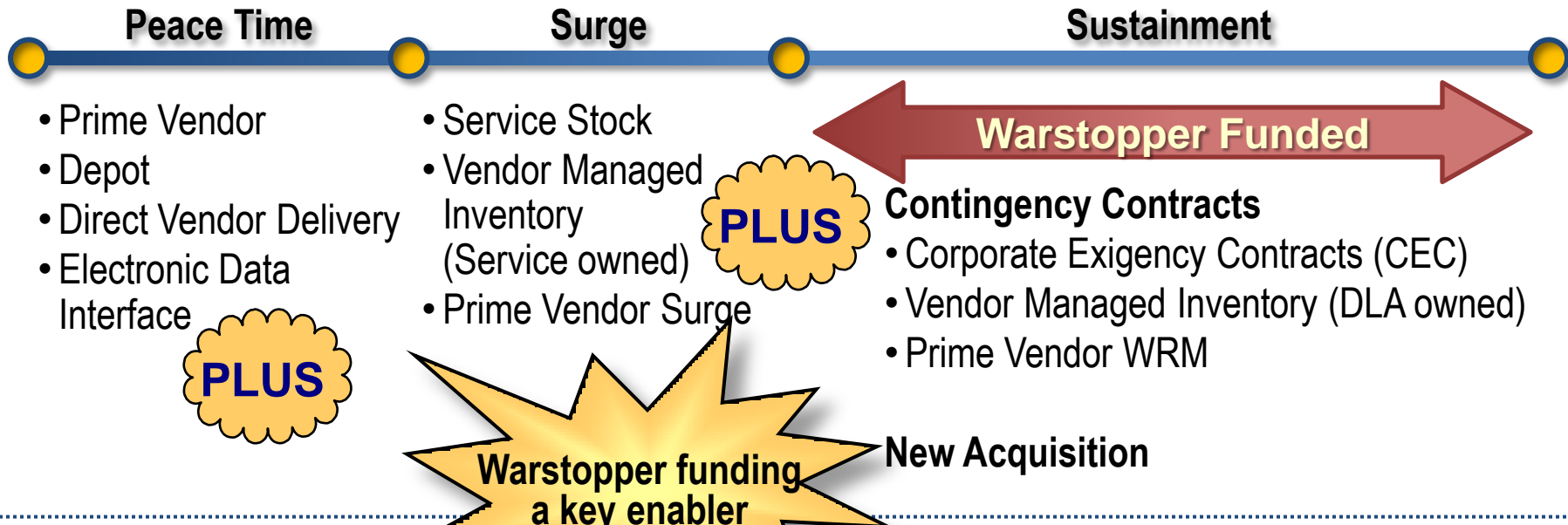
Express Scripts	\$1.095B
St. John Hospital	\$22M
Martins Point	\$15M
<b>Total DoD Other</b>	<b>\$1.170B</b>

## Non-DoD

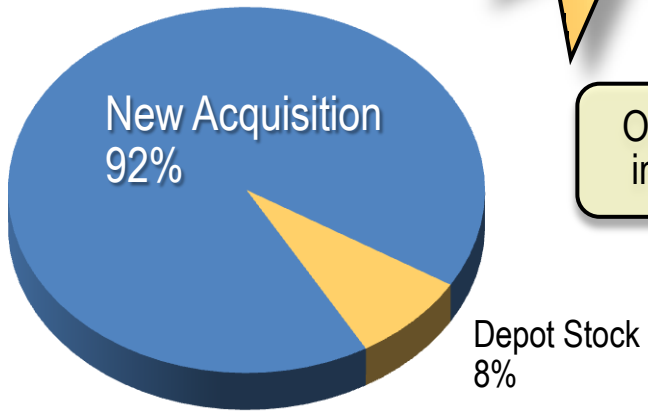
HHS NIH Pharm	\$35M
HHS NIH Material MGMT	\$17M
Dept of VA	\$3M
<b>Total Non-DoD Other</b>	<b>\$69M</b>



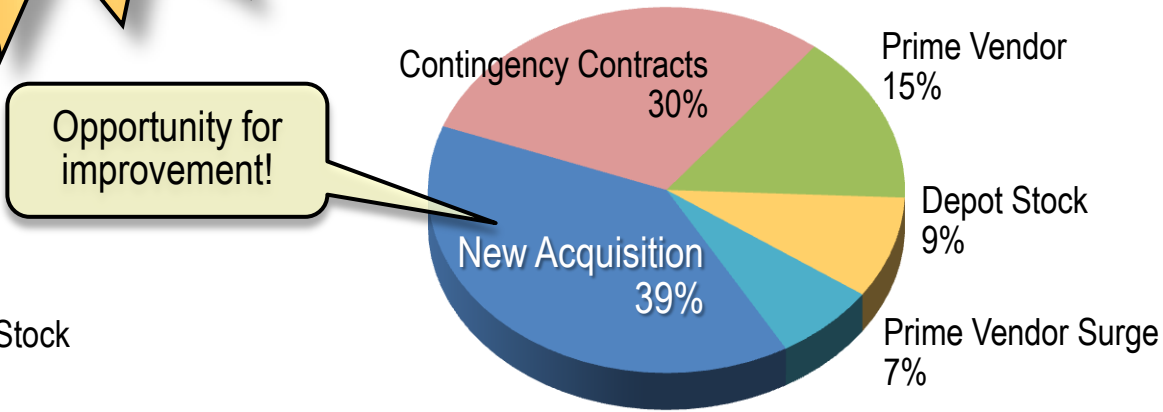
# Logistics Support Strategies



## Desert Storm



## Today





# What We Want to Leave You With

- Integrated systems solutions
- Commercial supply chain integration best practices
- Forging partnerships with critical suppliers, customers, and other Federal stakeholders
- Demonstrating that commercial solutions are successful in contingency and humanitarian relief support

**Tomorrow's vision... Smaller, more efficient, leveraged with best business practices**

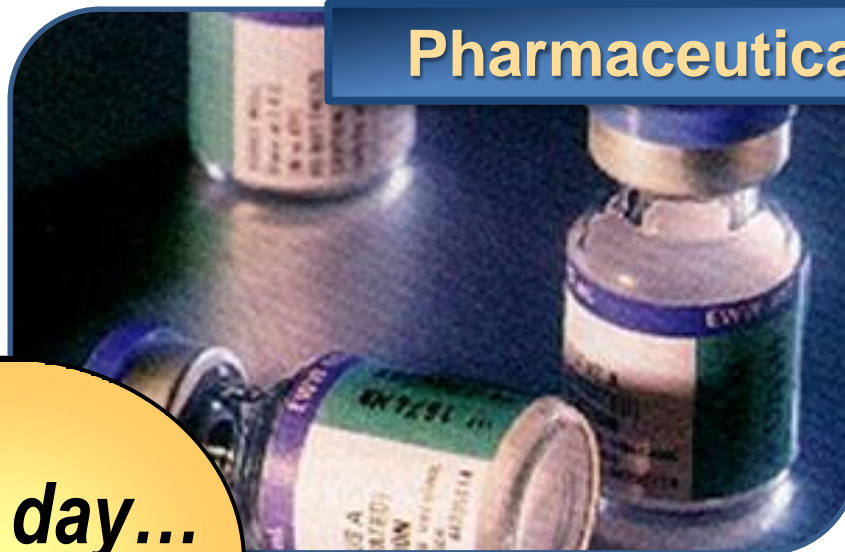


# Medical Logistics Program Support

**Medical / Surgical**



**Pharmaceuticals**



*Every day...  
Every crisis*

**Capital Equipment**



**Readiness**





# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Electronic Catalog (ECAT) Program

Mr. Roy Dillard



# Electronic Catalog (ECAT)

- An Internet solution using the latest electronic commerce technology for ordering, receiving, management and bill payment of medical devices and supplies
- Covers commodities not covered by Pharmaceutical and Med/Surg prime vendors
- Emulates best commercial business practices
- Web-based ordering



# Product Lines

Program	Contracts	Items
Dental	18	98.3k
Laboratory	8	374.3k
Optical	14	8.6k
Equipment	38	17.7k
Allied Joint Venture	1	45.4k
Manufacturer Direct	3	7.8k
Contingency	66	19.1k





# Electronic Catalog (ECAT)

<http://www.DMMonline.com>

**DEFENSE LOGISTICS AGENCY**  
Extending the Enterprise Forward to the Point of the Spear  
**DEFENSE SUPPLY CENTER PHILADELPHIA**

**DMMonline**  
Directorate of Medical Material

Pharm | Med/Surg | Equipment | Readiness | ECAT | Order Products | Customer Service | Site Log In  
[Thomas Rosenthal](#) | [Log out](#)

**Site Login - Register**

**Medical Login**

- Existing User Registration
- Modify User Profile
- Update CAC Info

**DMMonline Links**

- Site Map/Quick Find
- External Links
- Visiting The DSCP
- Suggestion Box
- Customer Assistance

[To search our site, select here.](#)

[Return to DMM Home](#)

Site Login for Single Signon (SSO) enabled applications

**User Name:** Thomas Rosenthal  
**Email Address:** Thomas.Rosenthal@dla.mil  
*If this is not your current Email Address, please update today.*

**Applications you currently have access to:**

Contingency Automation Application	ECAT
Medical Acquisition Timeline	Medical Supplier Directory

DMMonline provides our customers and trading partners access to various e-Commerce and web based business applications.

In order to serve our customers better and to increase the security of our site, DMMonline has incorporated software that provides Single Sign On (SSO) access to the majority of our applications. After logging into this page, a user can easily see which applications in our suite of tools they are authorized to use. The following is a list of our applications that are currently SSO enabled:

**Applications Requiring Registration**

ACPOP Reporting	Access Manager (Cleartrust) Admin Tool
CDMIA National Contracts Compliance	Best Pharmacy Report
Contingency Automation Application	CDMIA Pricing Management
Contract and Customer Maintenance	Contract and Customer Information
DAPA Manufacturers Application	Controlled Substance Report
DML Enterprise Architecture	Data Synchronization
DoD Medical Catalog Administration	DMLIS Application
ECAT	DoD VA Medical Catalog formerly MECA
Historical Price Lookup Tool	EDI Visibility
Medical Acquisition Timeline	IPSYS
Medical Reconciliation Application	Medical Air Bridge
MedSurg Fill Rate	Medical Supplier Directory
Prime Vendor Autoload	MedSurg Fleet Prime Vendor Reports
Regional Standardization	Readiness Management Application
VA Data Management Application	Service Level Election Function (SLEF)



# Electronic Catalog (ECAT)



**ECAT Order Products 1.1.0.0**  
Home Help Email Profile Logout  
Logged In As- Joe Authorizer

Items: 0 | Total: \$00,000.00

**Search Our Product Catalogs**

**1 By Product Number**  
Part Number  
Part Number [dropdown]  
Enter Number [input]  
[Search]

**2 By Product Name**  
Enter Keywords [input]  
Narrow Further By Manuf. Name [dropdown]  
And / Or Supplier Name [dropdown]  
[Search]

**3 By Item ID**  
First, select a supplier [dropdown]  
Second, select a catalog [dropdown]  
Third, select an item [dropdown]  
[Search]

**4 By Category**  
First, select a Product Category [dropdown]  
Second, select a Product Line [dropdown]  
Third, select a Subcategory [dropdown]  
[Search]

**Order Look Up** Selected table will appear below. View Orders and Requisitions for: Joe Authorizer

**View Your Delivery Orders**  
Cancelled By Authorizer (0)  
[Forwarded To Supplier](#) (25)  
[Accepted By Supplier](#) (16)  
Rejected By Supplier (0)  
[Purchase Authorized](#) (4)  
Purchase Authorization Requested (0)  
Consignment Purchase (0)  
[Order Received](#) (5)

**View Your Carts**  
New Cart (0)  
Parked Cart (0)  
Scheduled Cart (0)  
[Checked Out](#) (43)  
Awaiting Authorization (0)  
Authorizer Rejected (0)  
Returned By Authorizer (0)  
[Deleted By Originator](#) (12)  
Cart Recalled By Originator (0)  
Consignment Cart (0)  
Authorizer Review (0)

**View Your Requisitions Submitted To Supplier** (82)  
Forwarded To Authorizer (0)  
Accepted With Changes (0)  
Quantity Adjusted (0)  
Cancelled By Requisitioner (0)  
Item Procured (0)  
[Rejected](#) (8)

Can't Find an Order? Search here for a Delivery Order or Requisition Number [input]





# ECAT Program Features

- Multiple catalog ordering
  - Online comparison shopping for best value
  - Customer selects product and vendor
    - Price
    - Delivery
    - Past performance
    - Physician's preference
- Suppliers deliver direct to customers
- Potential 5-year contracts
  - Base year with four 1-year options



# Additional ECAT Program Features

- Transmits orders 24/7
- Vendor acknowledgment
- DLA Troop Support pays vendor 15 days after receipt or invoice
- On-line status
- Direct CONUS delivery
- Direct OCONUS delivery on most

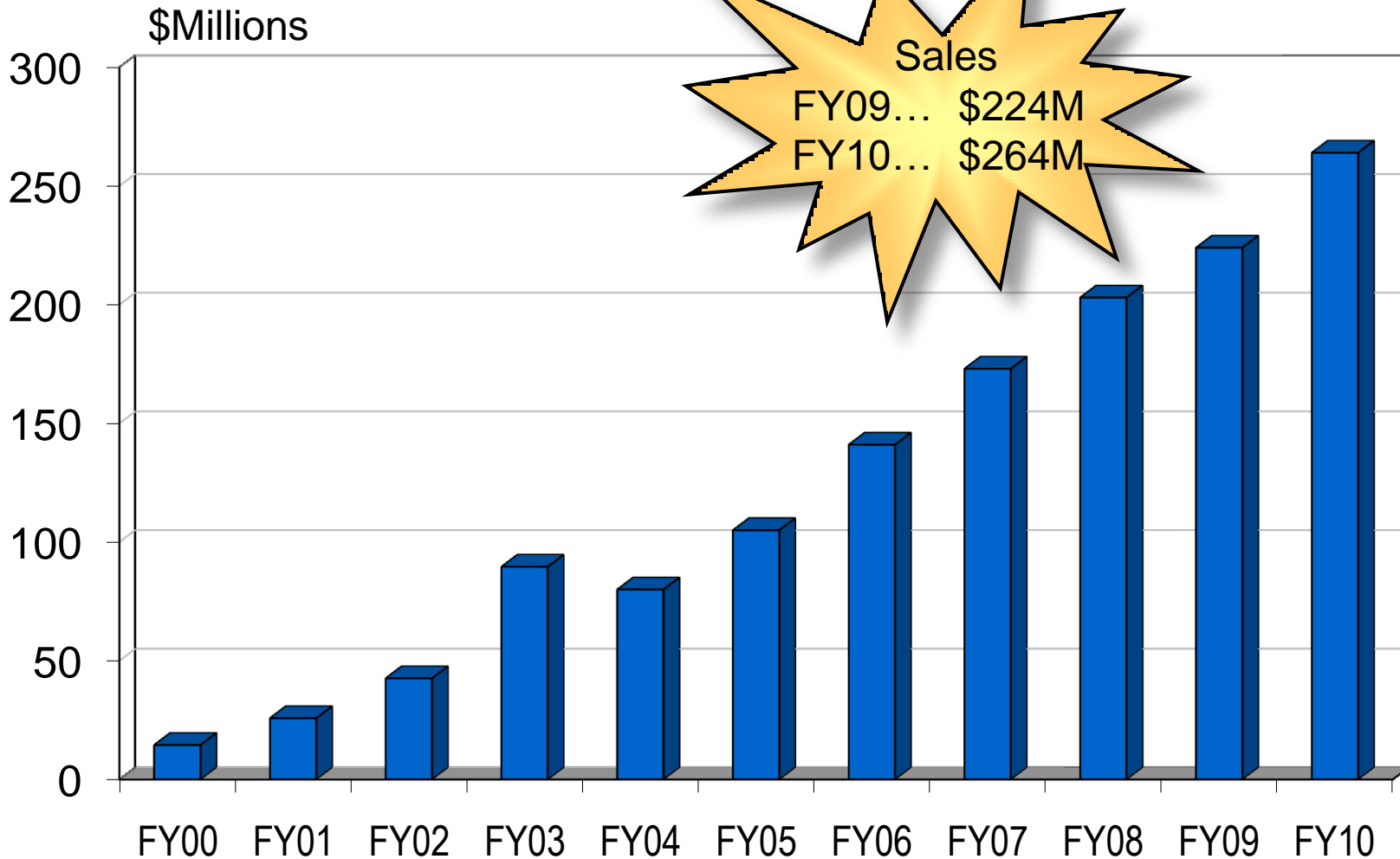


# Customer & Supplier Benefits

- Customer benefits
  - Stable pricing for all customers based on usage
  - B2B e-Business operating system interface
  - Customers pay as they consume product
  - Electronic commerce solution to local manual purchase activity
  - Robust search engines
- Supplier benefits
  - One focal point for contract administration
  - Paperless operation = reduced administrative costs
  - Electronic published catalog pricing
  - ECAT available to all Federal Agencies worldwide (DoD, IHS, NIH, etc.)
  - No fee to vendor to use ECAT



# ECAT Program Growth





# Future Solicitations

Hospital Equipment	1QFY12
Laboratory Supplies & Ancillary Services	1QFY12
Dental Supplies & Dental Lab Services	2QFY12
Other sole source and services	TBD (FY12)



# Electronic Catalog Points of Contact

If you are interested in submitting a proposal under the ECAT Program, please contact...

POC	Phone No.	Email
Roy Dillard	(215) 737-2296	Roy.Dillard@dla.mil
Eileen Motta	(215) 737-2480	Eileen.Motta@dla.mil



# CLOTHING & TEXTILES

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*Supporting the Warfighter!*



# MEDICAL

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# CONSTRUCTION EQUIPMENT

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# SUBSISTENCE

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