



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Troop Support Medical Surgical Prime Vendor (MSPV) Program

Bill Woltjen

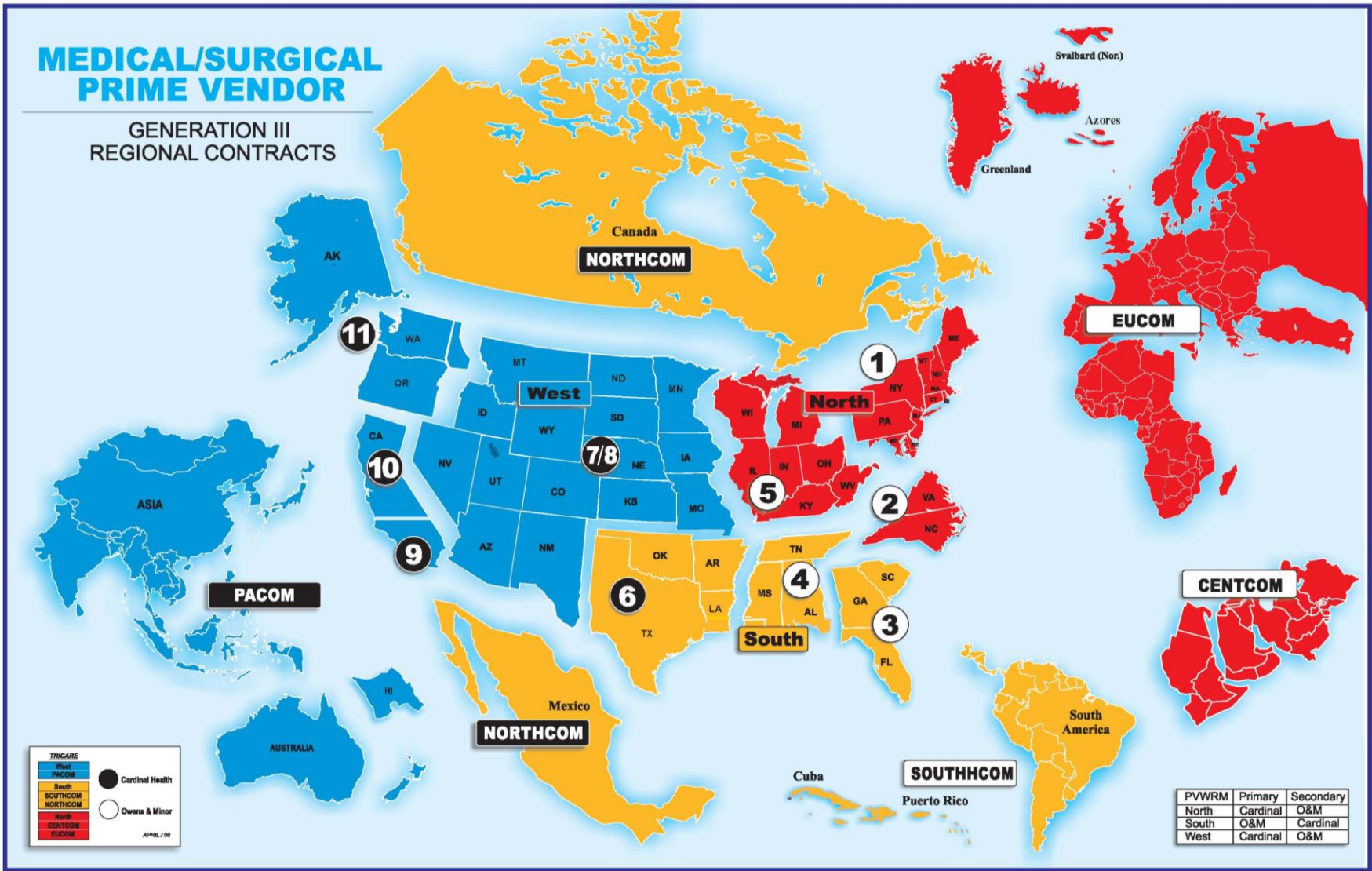


# Current MSPV Generation III Contracts

- 2 primary and 2 back up contracts per Global Service Tri-Care management region
- Primary prime vendors
  - Cardinal Health
  - Owens & Minor
- Back up prime vendors
  - AMD
  - MMS
  - Cardinal
  - Owens & Minor

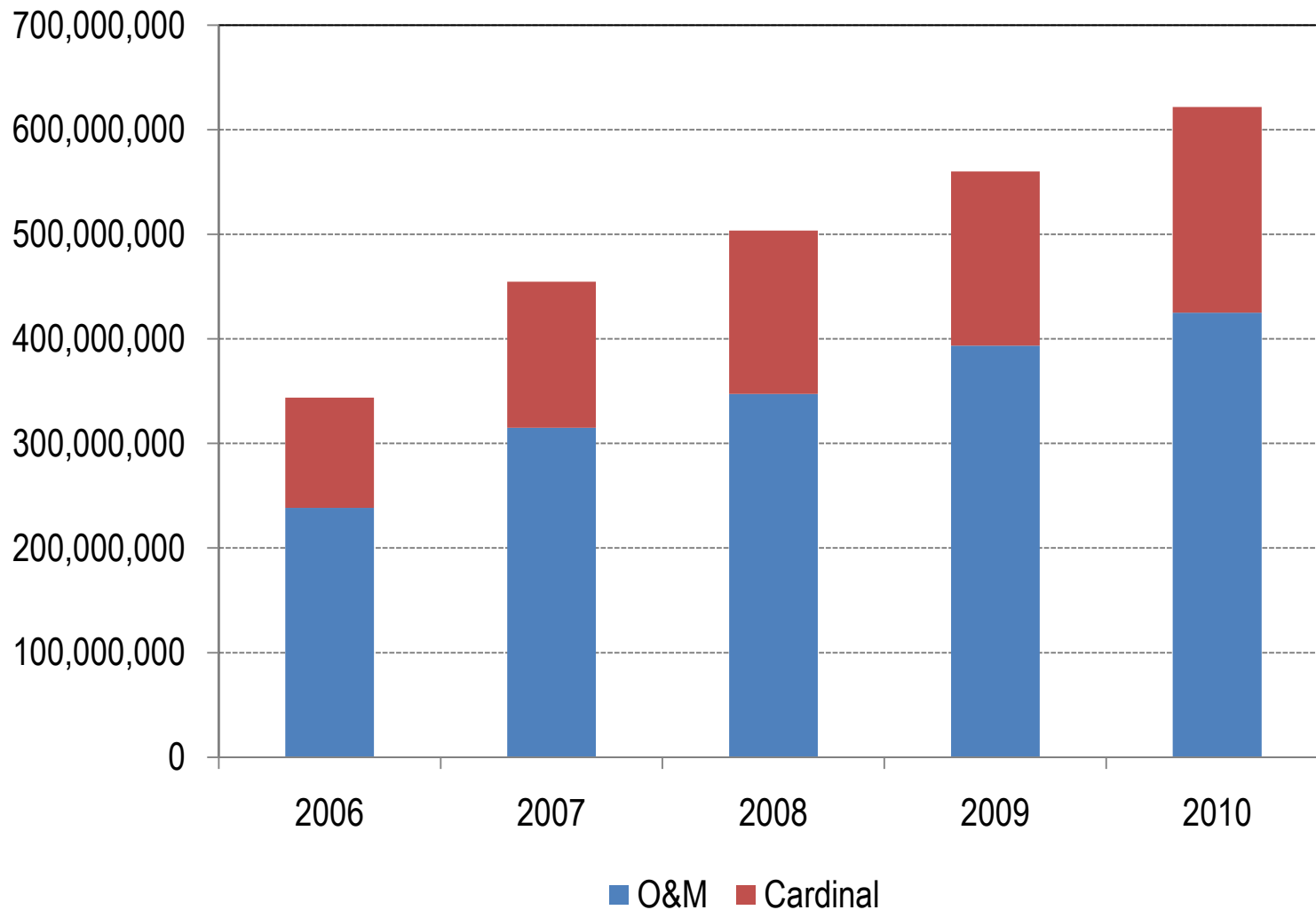


# MSPV Regions





# MSPV Sales by Fiscal Year





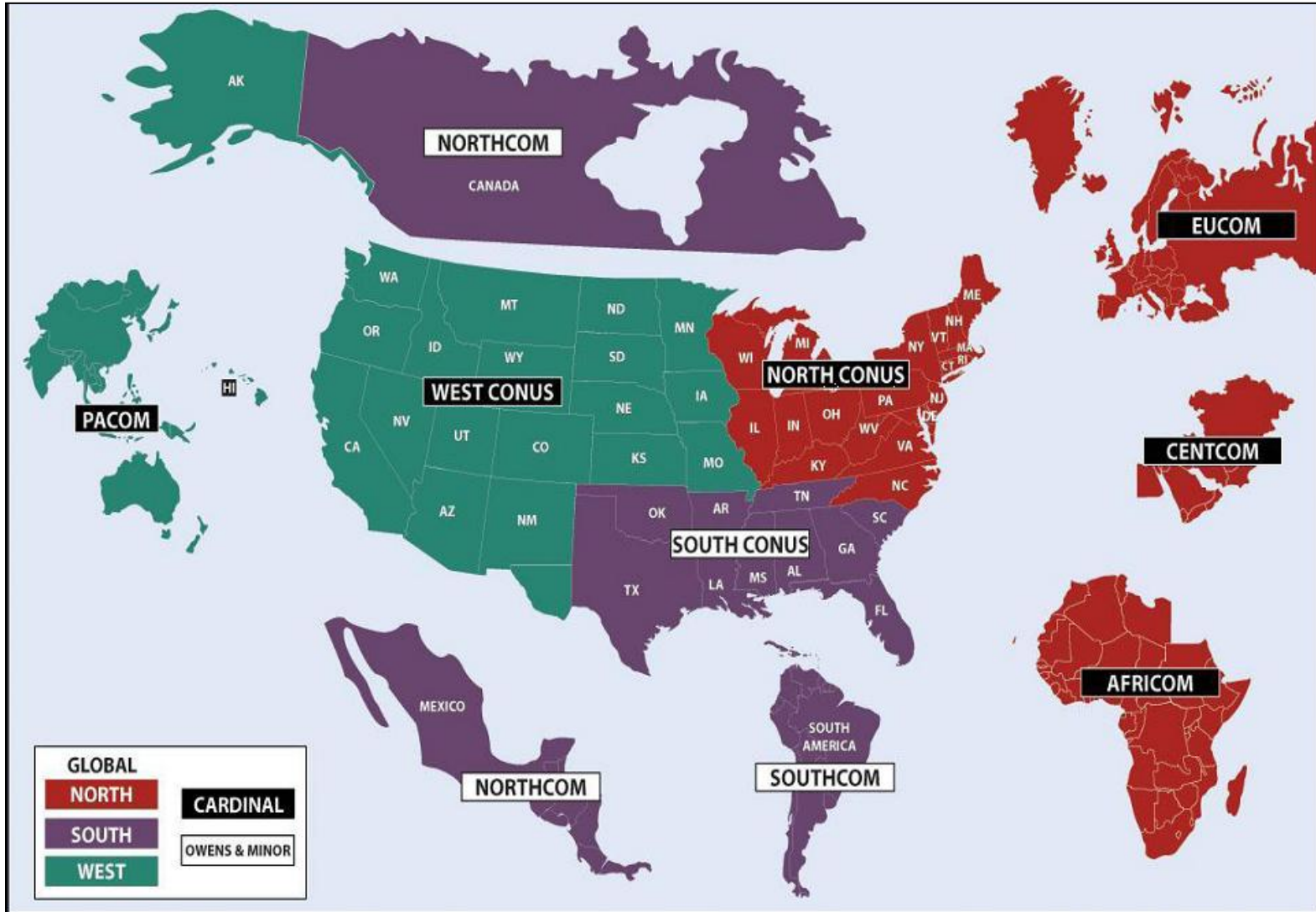
# MSPV Generation IV Acquisition Overview

- Contracts awarded 4 Apr 2011... Go-live rollout Jan-Mar 2012
- Contract term... 5 years
  - 20-month base period
  - Two 20-month option periods
- Cardinal Health... SPM2DV-11-D-0001
  - Primary prime vendor Global North & West
  - Back up for Global South
- Owens & Minor... SPM2DV-11-D-0002
  - Primary prime vendor for Global South
  - Back up for Global North & West





# Medical/Surgical Prime Vendor Regions Generation IV





# Pricing Agreements

## DAPAs & IAs

2 types of Pricing Agreements support the Medical/Surgical Prime Vendor (MSPV) Program

- Distribution & Pricing Agreements (DAPAs)... manufacturer/supplier national or regional government pricing (covers majority of MSPV sales)
- Regional Incentive Agreements and Incentive Agreements (RIAs and IAs)... discounted pricing based on committed volume resulting from MMESO standardization process

DAPA or RIA Price  
+ PV Distribution Fee  
+ DLA Cost Recovery Rate (CRR)  
**Customer Price**



# Distribution & Pricing Agreements (DAPAs)

- Separately negotiated product prices from manufacturers and suppliers honored by our prime vendors to supply material
- DAPA and RIA/IA prices are loaded into the DAPA Management System (DMS) monthly
- Currently 733 DAPA holders supplying approximately 360,014 MSPV items





# Authorized MSPV Types of DAPAs

- Medical/Surgical General DAPAs
- Medical Equipment DAPAs
- Medical/Surgical Custom Pre-Pacs (CPPs)



# Med/Surg General DAPAs

- Medical/Surgical consumable products only
- Medical products used to examine or treat patients
- Does not include pharmaceuticals or medical equipment
- Product examples... sutures, bandages, syringes, surgical devices, lines, gowns, stethoscopes



# Medical Equipment DAPAs

- Intended for medical equipment and related accessories and consumables
- Medical equipment typically durable, repairable, sometimes portable and often requires a power source (electricity or battery) to enable operation
- Used for equipment manufacturers and suppliers not having ECAT contracts



# Med/Surg Custom Pre-Pac DAPAs

- PREPACs... “prepackaged” medical supplies
- Each PREPAC contains all physician/surgeon selected supplies to be used to perform a specific medical procedure or operation (excludes pharmaceuticals)
- Assembly of Custom Pre-Pacs (CPPs) is a commercial practice supporting private sector hospitals today



# DLA Troop Support Medical Website

## DMMonline.dscp.dla.mil

Login/Registration - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail Desktop Search

Address [https://dmmonlinestaging.dscp.dla.mil/login/ct\\_logon.asp?CTAuthMode=BASIC&ct\\_orig\\_uri=%2Flogin%2Fct\\_logon.asp](https://dmmonlinestaging.dscp.dla.mil/login/ct_logon.asp?CTAuthMode=BASIC&ct_orig_uri=%2Flogin%2Fct_logon.asp) Go Links

**The Warfighter's Medical Logistics Portal**

Pharm
Med/Surg
Equipment
Readiness
Order Products
Customer Service
Site Log In

**Site Login - Register**

**Medical Login**

- [New User Registration](#)
- [Existing User Registration](#)
- [Modify User Profile](#)
- [Modify Password](#)
- [Forgot Password?](#)
- [Forgot User ID?](#)

• [Problems Logging In?](#)

**DMMonline Links**

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- [Visiting The DSCP](#)
- [Suggestion Box](#)
- [Customer Assistance](#)
- [DMMonline Documents](#)

**To search our site, select here.**

**[Return to DMM Home](#)**

Site Login for Single Signon (SSO) enabled applications

User ID:  
 [Forgot User ID?](#)

Password:  
 [Forgot Password?](#)

**Attention Users!!!**

**DoD Policies require that user accounts be deactivated after 90 days of inactivity. If your account has been deactivated, please [click here](#) to request that your account be reactivated.**

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**

**Applications Currently SSO enabled - (Use above login screen)**

<a href="#">Biomedical Equipment Orders</a>	<a href="#">Best Pharmacy Report</a>
<a href="#">Contingency Automation Application</a>	<a href="#">CDMA Analyzer</a>

Address <https://dmmonlinestaging.dscp.dla.mil/login/registernew.asp> Internet





# DAPA Management System (DMS)

DAPA Management System - Windows Internet Explorer

https://dmmonline.dscp.dla.mil/Portal/DapaMS/DapaMS.aspx

File Edit View Favorites Tools Help

DLA eWorkplace eWorkplace DOD NOTICE AND CONSEN... MLU Sandsharks PDA South Pride TD Bank Online Banking Google Mt. Laurel Schools - Inspirin... Polonia Bank

DAPA Management System


**DEFENSE LOGISTICS AGENCY**  
**DLA Troop Support**  
**Medical Supply Chain - DMMonline**

[Prime Vendor Program](#) | [Pharmaceuticals](#) | [Medical/Surgical](#) | [Equipment](#) | [Readiness](#) | [ECAT](#)  
[Site Login](#) | [William Woltien](#) | [Logout](#)

**DAPA Management System**

- Overview
- Terms & Conditions
- Med/Surg Equipment DAPAs

**Documents**

- Med/Surg DAPAs Made Easy
- Med/Surg DAPA Holders List
- Equipment DAPA Holders List

**Tools**

- Log into the Manufacturer's Application
- Log into Catalog Administration

**Helpful Links**

- Customer Assistance
- Site Map
- Visiting Our Organization
- DLA Troop Support Website
- Government Medical Websites

  
  
[Return to DMMonline Home](#)

**DAPA Management System**

**Distribution and Pricing Agreements**

A Distribution and Pricing Agreement (DAPA) establishes both the selling price of a product and an affirmation from the DAPA-holder to allow those selected prime vendors to distribute its products. A DAPA allows for the delivery of selected products at specified prices. DAPAs are created and updated via the DAPA Manufacturers Application which is a component of the DAPA Management System (DMS).

**The DAPA Management System (DMS)**

The DAPA Management System (DMS) provides a set of automated tools designed and developed to promote the efficient exchange of medical product data and information among manufacturers and dealers, DLA Troop Support Medical Supply Chain, and the Prime Vendors who supply the Department of Defense's Medical Treatment Facilities. Access to the DAPA Manufacturer's Application and Catalog Administration require a user id and password. Users can register by selecting the new or existing user registration links.

**The Manufacturer's Application**

Please read the [registration instructions](#) for access to the DAPA Manufacturers Application.

**Note for Med/Surg and Equipment DAPA Holders:** There is a monthly catalog build. All DAPA logs must be submitted in the DAPA Manufacturer's Application as soon as possible in order to be uploaded into the catalog effective the 1st of the next month.

**Catalog Administration**

The DAPA Catalog Administration's various features availability will depend on the roles assigned at time of registration. To access this application, click on the Catalog Administration link on the left.

Trusted sites 105%

Start Inbox - Microsoft Outlook MSPV GEN IV Summit Brie... Strategic Suppliers Conf... MMESO\_vendor\_Brief\_0... DAPA Management S... Document1 - Microsoft ... 1:27 PM



# New User Registration

New User Registration - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

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Address <https://dmmonline.staging.dscp.dla.mil/login/registernew.asp> Go Links

**Site Login - Register**

**Medical Login**


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## New User Registration

**Starred (\*) fields are required, but providing more information will speed up the approval process.** DSCP users please supply your LAN ID (paa or hox number). After this form is submitted, the appropriate administrator will be notified to grant access to the applications requested. Users will be notified by the administrator when their id has been updated.

**\*\*\* If you already have a user id and password for single sign on (sso) enabled applications, please login in and use the Existing User Registration Link. \*\*\***

**Basic User Information:**

Rank/Title:

**\*First Name:**

**\*Last Name:**

Duty/Position Title:

Address 1:

Address 2:

City:

State:

Zip Code:

**\*Phone:**

DSN:

**\*User Type:** >> Select

Contractor Company:

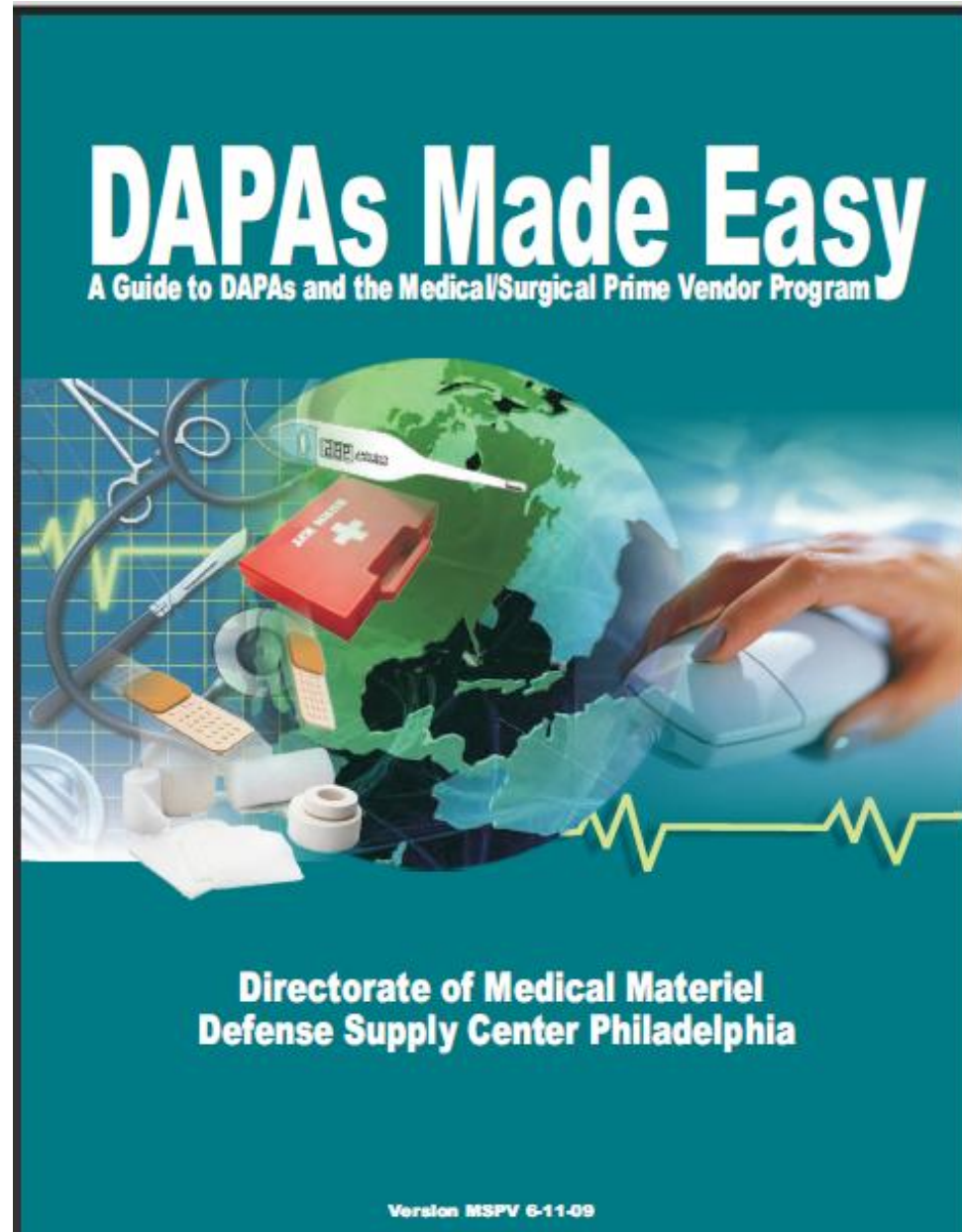
**\*Organization:**

Military Installation:

**\*Email:**



# DAPA Work Aids





# Medical Points of Contact

If you are interested in establishing a Medical/Surgical DAPA please visit...

**<https://dmmonline.dscp.dla.mil/Portal/DapaMS/DapaMS.aspx>**

- View our DAPA Guide Book for Med/Surg Prime Vendor
- Apply for access and DAPAs online

## For additional assistance contact...

Tom Drew	(215)737-2834	Thomas.Drew@dla.mil
Karen Bowles	(215)737-2125	Karen.Bowles@dla.mil
Joe Wasko	(215)737-8398	Joseph.Wasko@dla.mil

## For additional info on IAs contact...

Bill Woltjen	(215)737-7124	William.Woltjen@dla.mil
Tara Perrien	(215)737-8307	Tara.Perrien@dla.mil



# Enterprise Wide Standardization

- Defense Medical Materiel Program Office (DMMPO)
  - Recommend clinical, logistics, and program policy, and to support medical materiel development and acquisition processes across the 4 Services
- Medical Materiel Enterprise Standardization Offices (MMESO)
  - Support the Military Health System's (MHS) enterprise objective of implementing an integrated, collaborative process for medical materiel standardization that combines operational and institutional requirements for the purpose of improving clinical outcomes, enhancing readiness and training, controlling costs, and improving interoperability
- RIAs replaced by IA
  - Standardization will be for the entire Enterprise



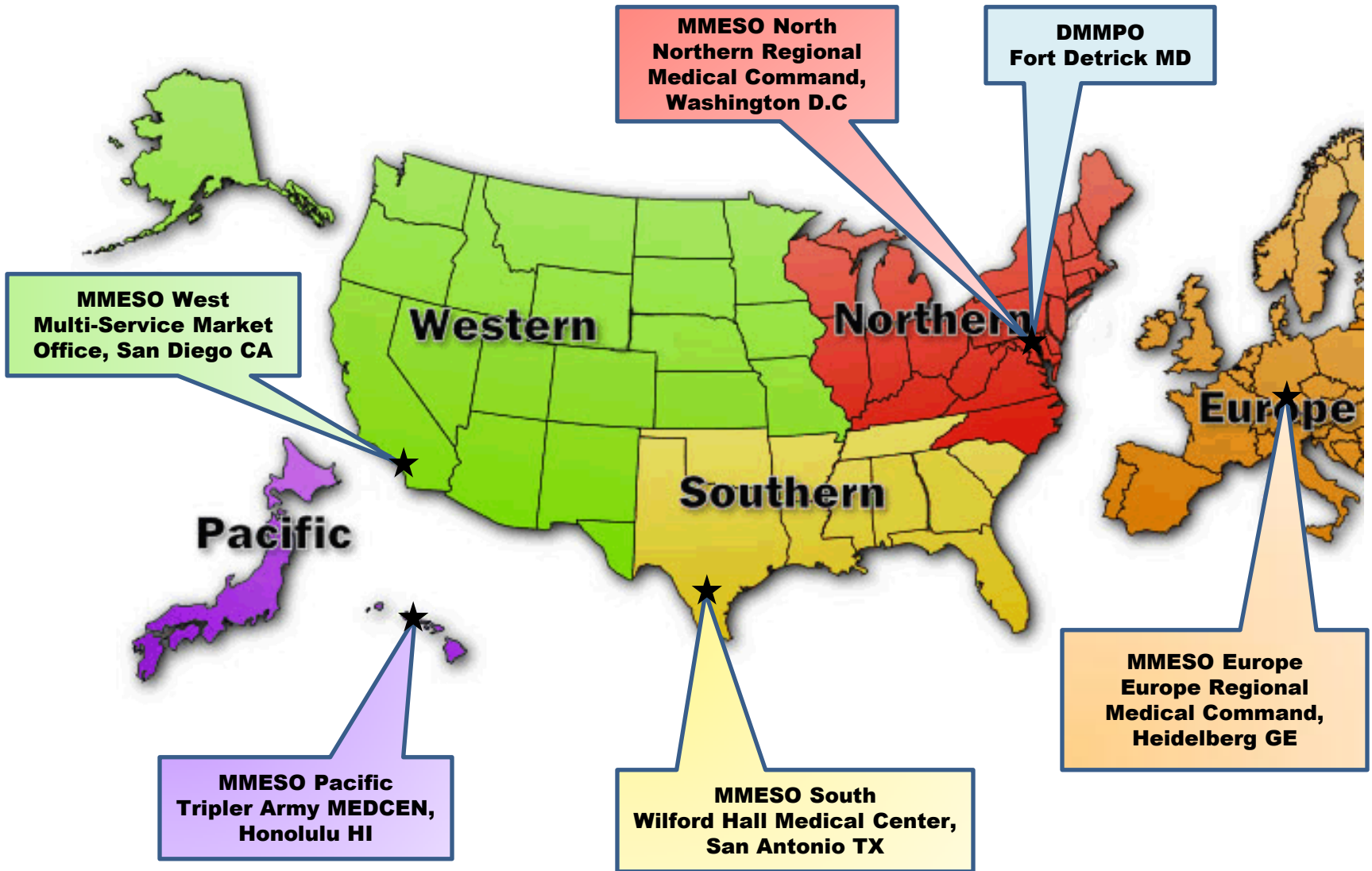


# MMESO Effort

- Notices for open IA competitions advertised in FedBizOps
- MMESO and Clinical Product Teams (CPT) conduct product evaluation and analysis
- These lead to product standardization and Incentive Agreements (IAs) between the Enterprise and our medical/surgical suppliers
- DLA Troop Support MSPV Standardization Team Provides assistance throughout
  - Review and approval of various documents
  - Legal Counsel
  - Distribution of agreed to pricing thru DMS
- Standardization program has improved product pricing and saved millions in cost avoidance



# DMMPO & MMESO Locations





# MMESO Contact Information

- On the web... [www.dmmmpo.dmsb.mil](http://www.dmmmpo.dmsb.mil)
- eMail... [MMESO@amedd.army.mil](mailto:MMESO@amedd.army.mil)

MMESO	Phone
MMESO Europe	49-6221-172109
MMESO North	(202) 782-3663
MMESO South	(210) 292-3270
MMESO West	(619) 532-8537
MMESO Pacific	(808) 433-3686



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# MEDICAL

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