



DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



Medical

July 31, 2019

WARFIGHTER FIRST



Agenda

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- Senior Leadership
- MSC Overview
- Demand Data (Metrics)
- Business Opportunities
- Supplier Feedback Survey
- Upcoming Events



Senior Leadership



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 **Deputy Commander**
Mr. Richard Ellis



 **Commander**
BG Gavin A. Lawrence, USA



 **Acquisition Executive**
Mr. William Kenny



Deputy Director Medical
Ms. Elizabeth McMaster



Director Medical
COL Matthew Voyles



Medical DSO
Mr. Daniel Keefe



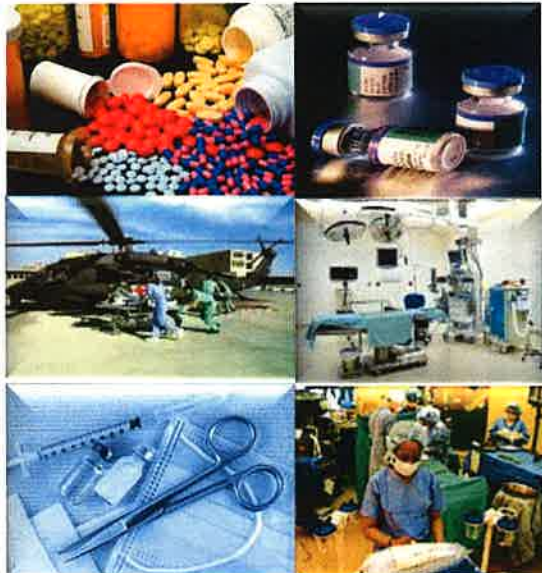
Supply Chain Overview

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Executive Agent for Class VIII

Variety of Medical Products
Every day and in Every Crisis



Long Term Contracting of Commercial and Military Unique Items

- ✓ Pharmaceuticals
- ✓ Medical/Surgical Supplies
- ✓ Capital Equipment
- ✓ Hospital Equipment
- ✓ Flu Vaccines
- ✓ Nerve Agent Antidote Auto-injectors
- ✓ Medical Assemblies & Kits

Ecommerce and traditional solutions that enable
Medical logistics worldwide.



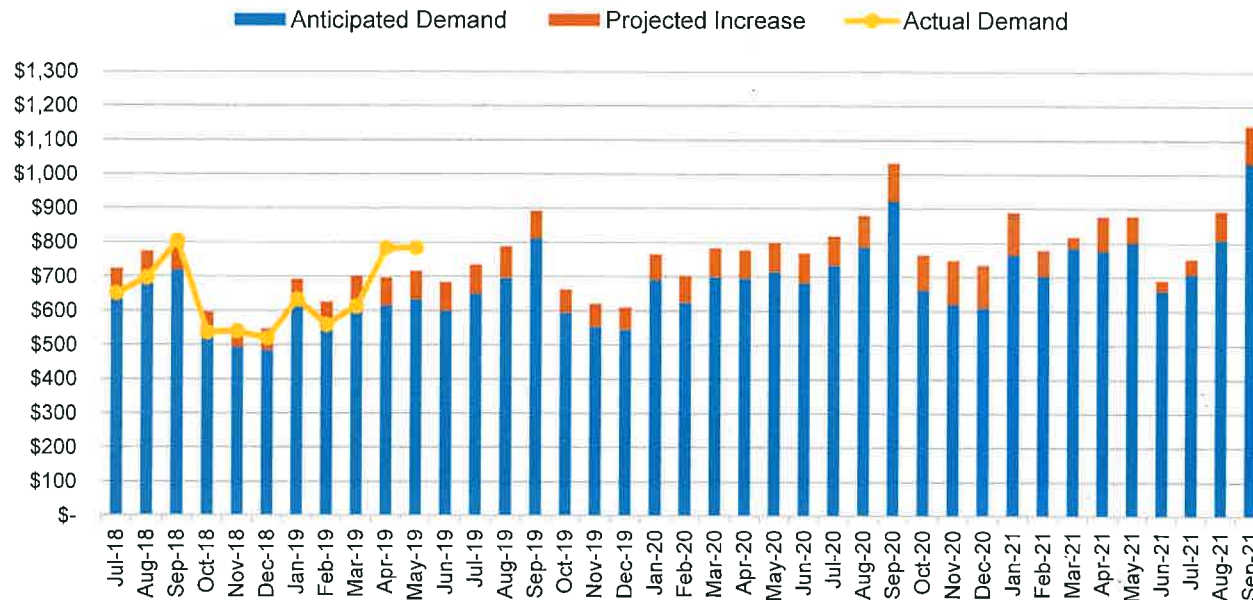
Tracking Projected Future Demand

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Source:
EDW

Change in Demand			\$5.49 FY19 Sales (YTD)	FY18 (with SEP18 Projected)	FY19 (Projected)	FY20 (Projected)	FY21 (Projected)
FY19	FY20	FY21					
\$s: + 12.6%	\$s: + 12.2%	\$s: + 8.1%					
Orders: + 7.6%	Orders: + 1.8%	Orders: + 9.1%					
				Order Count (K)	9,231	9,933	11,101
				% Increase	2.0%	7.6%	11.8%
				Demand Value (\$M)	\$7,297	\$8,216	\$9,220
				% Increase	4.5%	12.6%	12.2%



Demand SEP18 – MAY19
 Projected Value \$7,426
 Actual Value \$7,114





Opportunities



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			ESTIMATED SOLICITATION RELEASE		
Type	Program/Product	Value (\$M)	FY 19	FY 20	FY 21
Major Acquisitions Class VII Medical	ECAT Contingency Contracts Open Solicitation				
	- Vendor Managed Inventory (VMI) Pharm	\$100M	✓	✓	✓
	- Corporate Exigency Contracts (CEC) Medical Surgical		✓	✓	✓
	- CEC Pharmaceuticals		✓	✓	✓
	- ECAT Open Solicitation (LAB)	\$983M	✓	✓	✓
	- ECAT Open Solicitation (DENTAL)	\$493M	✓	✓	✓
	- ECAT Open Solicitation (OPTICAL LENSES)	\$33M	✓	✓	✓
	- ECAT Open Solicitation (OPTICAL FRAMES)	\$46M	✓	✓	✓
	- ECAT Open Solicitation (Equipment)	\$935M	✓	✓	✓
	- ECAT Open Solicitation (Non-Developmental Equipment)	\$285M	✓	✓	✓

Up to \$2.8B in Business Opportunities Available for CLASS VIII



Supplier Survey

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Top 3 Areas:

1. Valued Supplier
2. Equitable Resolution
3. Growth Opportunity

Top 3 Focus Areas Derived from Supplier Feedback:

1. Innovation
2. Ease of Bidding
3. Timely Resolution

Ways Ahead

1. Annual Meetings with suppliers to discuss innovations
2. Investigate ways to streamline the bidding process
3. Improve and measure the receipt process, including enhancing post award assets.
4. Re-evaluate the prioritization of proposals received on our various Electronic Catalog (ECAT) Programs



Upcoming Events

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- *Vendor Day*
 - ~~11~~ September 2019... Maryland
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 - POC: Jo Connour
 - Jo.a.connour.civ@mail.mil
 - 301-619-4479
- *Joint Federal Pharmacy Seminar (JFPS)*
 - 27-30 October 2019... Texas
 - POC: Lt Col Derek Underhill
 - Derek.Underhill@dla.mil
 - 215-737-2373
- *Radiology Conference*
 - 1-6 December 2019... Illinois
 - POC: Andy Wechter
 - Andrew.Wechter@dla.mil
 - 215-737-4114



