



# DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



## Medical

July 31, 2019



DON'T MOVE  
THE ROCKS!  
Moving the rocks will  
destroy the homes of  
important fish,  
insects and  
plant species.



WARFIGHTER FIRST



# Agenda



## MEDICAL

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





# Senior Leadership

## MEDICAL



**V Deputy Commander**  
Mr. Richard Ellis



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



**V Acquisition Executive**  
Mr. William Kenny



**Deputy Director Medical**  
Ms. Elizabeth McMaster



**Director Medical**  
COL Matthew Voyles



**Medical DSO**  
Mr. Daniel Keefe



# Supply Chain Overview



## MEDICAL

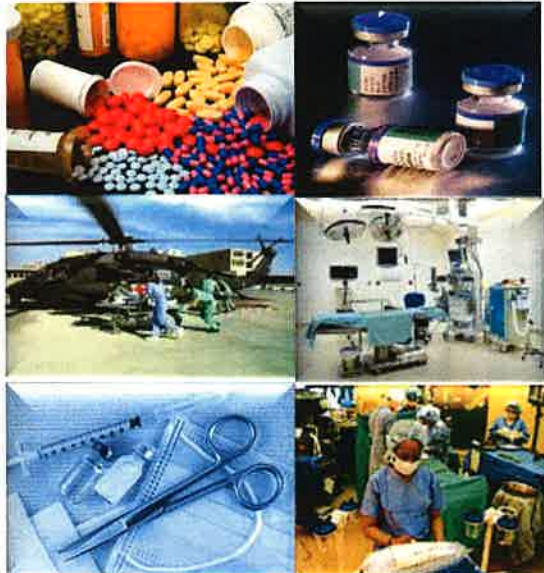
### Executive Agent for Class VIII

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



## MEDICAL

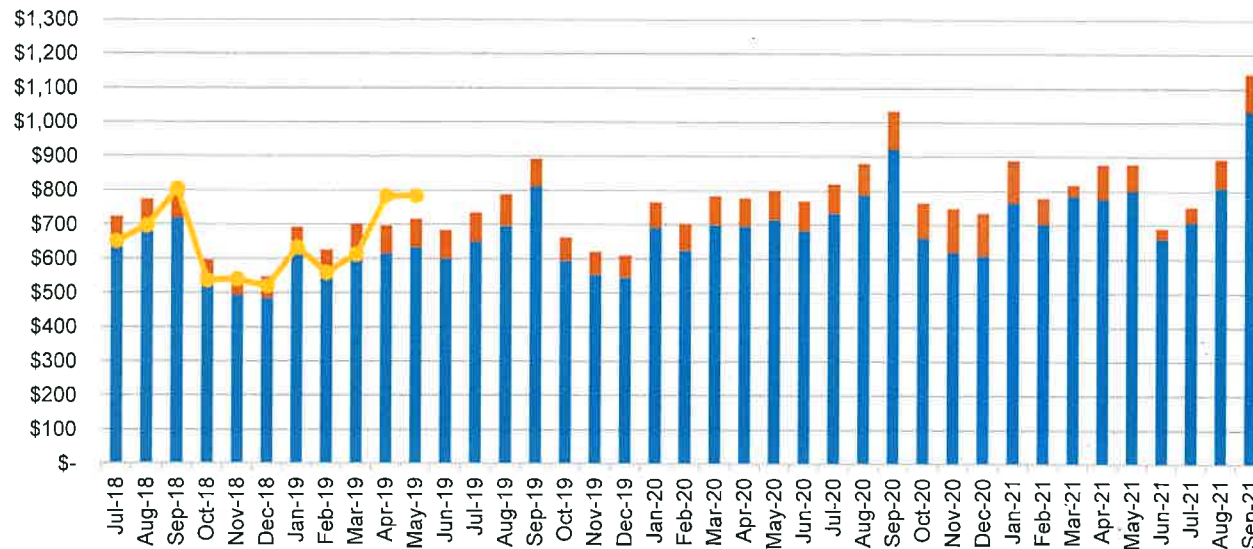
Source:  
EDW

Change in Demand		
FY19	FY20	FY21
\$s: + 12.6%	\$s: + 12.2%	\$s: + 8.1%
Orders: + 7.6%	Orders: + 1.8%	Orders: + 9.1%

**\$5.49**  
FY19 Sales  
(YTD)

	FY18 (with SEP18 Projected)	FY19 (Projected)	FY20 (Projected)	FY21 (Projected)
Order Count (K)	9,231	9,933	11,101	12,111
% Increase	2.0%	7.6%	11.8%	8.1%
Demand Value (\$M)	\$7,297	\$8,216	\$9,220	\$9,964
% Increase	4.5%	12.6%	12.2%	8.1%

Anticipated Demand    Projected Increase    Actual Demand



### Demand SEP18 – MAY19

Projected Value \$7,426  
Actual Value \$7,114







# Opportunities



## MEDICAL

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

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



# Supplier Survey



## MEDICAL

### 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



## MEDICAL

- *Vendor Day*
  - ~~11~~ September 2019... Maryland
  - 26 • POC: Jo Connour
  - [Jo.a.connour.civ@mail.mil](mailto: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](mailto:Derek.Underhill@dla.mil)
  - 215-737-2373
- *Radiology Conference*
  - 1-6 December 2019... Illinois
  - POC: Andy Wechter
  - [Andrew.Wechter@dla.mil](mailto:Andrew.Wechter@dla.mil)
  - 215-737-4114







