



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



**DLA Med/Surg Prime Vendor
(MSPV)
and
DLA Electronic Catalog (ECAT) Programs**
Presenters:
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November 17, 2021



WARFIGHTER FIRST



Agenda



- VA-DoD Shared Services Update
- Way Forward after COFC Ruling
- DLA GEN V Contract Overview
- DLA MSPV Product Scope
- Becoming an MSPV DAPA Holder
- DLA Core ECAT Product Scope
- Becoming an ECAT Supplier
- Questions



VA-DoD Shared Services Update



- DMLSS (Defense Medical Logistics Standard Support) Implementation
 - Multi-Year Roll-out throughout the VA
 - James A. Lovell Federal Healthcare Center (FHCC), AUG '20
 - VISN 20, by VAMC beginning FEB '22, ending AUG '22
- VA-DLA Inter-Agency Agreement (IAA) for FHCC and VISN 20
 - Signed AUG '19
 - Served as Pilot agreement allowing FHCC & VISN 20 to order medical supplies via the DMLSS ordering system and DLA's MSPV Program
 - DLA is using DLA ECAT Prime Vendor Web Ordering (PVWO) System until each site implements DMLSS
- VA-DLA Inter-Agency Agreement (IAA) to transition all VISNs to DLA MSPV
 - Signed DEC '20
 - Transitioned VISN 6 to DLA MSPV (MAY - JUL '21)
 - Remaining transition halted in JUL '21 by Court of Federal Claims ruling. COFC cited Government's violation of Administrative Procedures Act by lacking an Admin Record which documented VISN 20 Pilot success and a written determination for full transition to DLA's MSPV Program



Way Forward after COFC Ruling



- DLA MSPV Program
 - Continued servicing of James A. Lovell Federal Healthcare Center (FHCC) in VISN 12 and all VAMCs in VISN 20; focusing on efficient ordering, timely delivery, increased PV utilization, and reducing reliance on open market buys
 - Continued assistance to all businesses to establish and maintain DLA Distribution and Pricing Agreements (DAPAs) to support the program's VA, DoD & other Federal Customers
- VA MSPV Program
 - Working on one-year contracts to extend VA Med/Surg Prime Vendor Service to all other VISNs beyond 30 NOV 21
 - Transitioning VISN 6 back to VA MSPV Program on or about 19 JAN 22
 - Working on new contracts to replace MSPV 2.0 awards nullified by COFC Ruling
 - Transparently communicating future plans and acquisitions with Industry
 - Continuing VA's DMLSS Implementation and contemplating future transition to DLA MSPV



DLA MSPV GEN V Overview



- Contract term... 10 years (2017-2027)
 - 30-month base period + three 30-month option periods
 - Indefinite Qty. Contract with \$13.5 Billion Max Value
 - FY 21 Sales: ~ \$625M (Reduced due to COVID)
 - Three Global Regions: North, South and West
 - Began 7 June 2017
 - Planning to exercise option period two(2) on 7 JUN 22
- Cardinal Health... SPE2DV-17-D-0001
 - Primary PV for Global North & West
 - Back up PV for Global South
- Owens & Minor... SPE2DV-17-D-0002
 - Primary PV for Global South
 - Back up PV for Global North & West



DLA MSPV Global Map

Medical/Surgical Prime Vendor Regions - Generation V





DLA MSPV Product Scope



- Allowable medical products include:
 - Medical/Surgical Consumables
 - Custom Pre-Packs
 - Minor Equipment
- MSPV medical products are defined as those used to examine or treat patients, and do not include pharmaceuticals or high-end medical equipment
- Product examples include sutures, bandages, syringes, linens, gowns, stethoscopes, etc...
- Custom Pre-Packs are:
Prepackaged Medical Supplies containing all physician/surgeon selected supplies used to perform a specific medical procedure or operation
- Not Covered: Product Lines covered via DLA Core ECAT (upcoming slide)



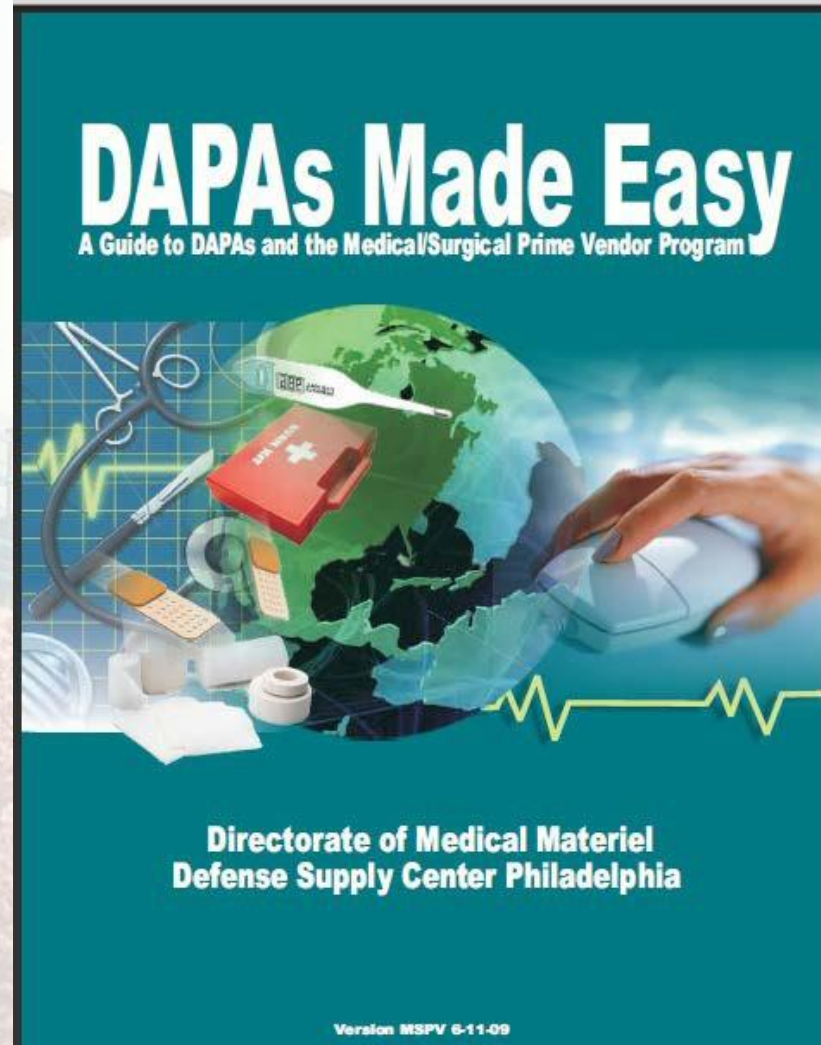
Becoming a DAPA Holder and Selling via DLA MSPV



To sell via DLA MSPV
Vendors must obtain a
Distribution and Pricing
Agreement

DAPAs Made Easy Guide is
available on DLA Medical's
website:

www.medical.dla.mil





DLA Core ECAT Product Scope



- Laboratory
- Dental
- Optical (Lenses and Frames)
- Implants (Orthopedic, Spinal and Cardiac)
Note: Manufacturer Direct Only
- Hospital Equipment
(excludes Radiology Equip - MRIs, CT Scanners, DINPACs)
- Medical/Surgical (Med/Surg) Small Business Set-Aside
(Designed primarily for non-customers of DLA MSPV)

Note: VA customers will be able to meet most supply needs through combination of DLA MSPV and Core ECAT



ECAT Contract Features



- Multiple Award Contracts (FAR Part 8)
Customers select Product & Vendor based on Best Value considerations
 - Price
 - Delivery
 - Past Performance
 - Socioeconomic Business Considerations, like SBs, SD/VOSBs, etc...
- Suppliers Ship Direct to Customers
- Most are Five (5) Year Contracts
- Med/Surg SB program products must be Buy American Act (BAA) Compliant
- All other ECAT products must be Trade Agreements Act (TAA) Compliant



Becoming an ECAT Supplier



- Respond to open ECAT solicitations located on:
DLA's Internet Bid Board System (DIBBS)
Found at www.dibbs.bsm.dla.mil
- Additionally, vendors can utilize the System for Award Management (SAM) at SAM.gov to be notified of opportunities and award information
- Upon proposal submittal, evaluation and negotiation, contracts are let to acceptable offerors
Note: This process generally takes 6 months
- Awardees are granted access and provided support by DLA to load their product catalogs onto ECAT



ECAT Solicitations and POCs



- Solicitations available via DIBBS at www.dibbs.bsm.dla.mil
- **Laboratory:** SPE2DE-17-R-0001
POC: Dave Zarenkiewicz at David.Zarenkiewicz@dla.mil
- **Dental:** SPE2DE-20-R-0007
- **Optical Lenses:** SPE2DE-19-R-0003
- **Optical Frames:** SPE2DE-19-R-0002
POC: Fred Miller at Frederick.L.Miller@dla.mil
- **Med/Surg SB Set-Aside:** SPE2DE-18-R-0001
POC: Brian Mason at Brian.Mason2@dla.mil
- **Implantable(s):** Manufacturers Solicited Directly
POC: Chuck Reimer at Charles.Reimer@dla.mil
- **Medical Equipment:** SPE2DH-21-R-0002
POC: John Wolstenholme at John.Wolstenholme@dla.mil



Questions?

