HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

Susan Weber
215-737-7283 / DSN 444-7283
Defense Supply Center Philadelphia

http://dscp.dla.mil/gi/general/hepp.htm
HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

MISSION

Provide Program Management of heavy/environmental/fire & rescue equipment for Military Services, National Guard Units, Federal activities & other government agencies
HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

Types of Equipment

- Environmental Products
  - Balers, Crushers, Compactors, Shredders
  - Recycling Equipment (e.g. Mini-Cyclers, Vacuum Systems)
  - Pre-Fab Buildings, Concrete Buildings, Instant Structures
  - Sweepers, Sewer Cleaners

- Heavy Equipment
  - Material Handling (e.g. Lifts, Warehouse Trucks)
  - Construction (e.g. Excavators, Loaders, Graders)
  - General (e.g. Cranes, Tractors)

- Fire Trucks/Rescue Vehicles
HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

Support Vehicles

- Multi award commercial requirement contracts
- Industry Leaders (OEMs)
- 10 Year Contracts
- Full Range of Options Available
- Living Document - Add/Delete
- Average 10 Day Admin. Lead Time
- Low Cost Recovery Factor - 1.387
HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

Customer Benefits

Quick & Simple Ordering
- Reduced Procurement Cost - Leveraged Buys
- Increased Readiness & Sustainability
- Cradle to Grave Management
- Tailored Logistics Support
- Dedicated Customer Service
- Interactive On-Line Catalog

http://dscp.dla.mil/gi/general/hepp.htm
HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

Environmental Products

- Baggers
- Balers
- Blasters
- Composters
- Containment Systems
- Conveyor Systems
- Crushers - Cans/Drums
- Compactors
- Extractors
- Evaporators
- Mini Cyclers
- Ordnance Deformers
- Screens/Trommels
- Shredders/Grinders
- Sweepers
- Vacuum Systems
- Washers
- Waste Water Treatment
- Buildings - Concrete, HAZMAT, Guard Shacks, Storage, Bus Stop Shower/Restroom, Office/Lunch
HEAVY EQUIPMENT PROCUREMENT PROGRAM (HEPP)

A Sample of Our Supply Sources

- American Recycling
- Atlantic Machinery
- Bouldin & Lawson
- Breg
- Drexel Industries
- Elgin
- EME Modular
- FPI, Inc.
- Hydro Engineering
- International Baler
- Ingersoll-Rand
- Jesco Industries
- Protainer, Inc.
- Safety Storage
- Stanko Products
- SSI Shredding Systems
- Teemark
- Tymco
Lighting Team’s Programs and Initiatives

• Customer Support
  – 1-800-DLA-BULB
  – Energy Efficient Lighting Catalog
  – Lighting Team Web site
    • http://www.dscp.dla.mil/gi/general/light1.htm

• Projects /Initiatives
  – Commercial Lighting Project
  – Tailored Logistic Support Projects
  – Long term Contracts
  – Government/Industry Alliance
The Lighting Team

DSCP Lighting Management Division:
Tony Armentani 215-737-8047 aarmentani@dscp.dla.mil
Dan Ferry 215-737-5778 dferry@dscp.dla.mil
Rob Pezick 215-737-7797 rpezick@dscp.dla.mil

Customer Support: Call 1-800-DLA-BULB lighting@dscp.dla.mil
Option #1 Phil Cufaro pcufaro@dscp.dla.mil
Option #2 Lee Edgil bedgil@dscp.dla.mil

Technical/ Quality Support:
Susan Berneski 215-737-4175
Harry Sands 215-737-9166

Acquisition Support:
Jeanette Moy 215-737-8253
Eric Ekberg 215-737-2765

Inventory Management Support:
Helen Price 215-737-5198 hprice@dscp.dla.mil
Susan Hill 215-737-3843 shill@dscp.dla.mil

“We never leave our customers in the Dark”
Defense Supply Center Philadelphia (DSCP), PA

Maintenance, Repair & Operations (MRO) Materials Program

Right Time, Right Place, Every Time... Best Value Solutions for America’s Warfighters
The MRO Program

- Total MRO Materials Support – electrical, plumbing, HVAC, paint, lumber, tools, hardware, PVF, miscellaneous building supplies, etc.
- Prime Vendor/Integrated Supplier
- Partnership – Customers/DLA/Integrated Supplier aimed at achieving:
  ✓ Infrastructure Savings
  ✓ Inventory Cost Reductions
  ✓ Leveraged Buying
Program Features

- Information Technology
  - ✔ On-Line Vendor Access
  - ✔ Web-based EOE System
  - ✔ Custom-Built Catalogs
- Bills -of-Materials/Job Order Consolidation
  - ✔ Brand Name Preference
  - ✔ Consolidate & Stage
  - ✔ Deliver Where & When
- Material Returns
- Surge/Contingency Capabilities
- Customer Service/Support
  - ✔ Customer Account Representatives/CLS
  - ✔ Technical Expertise

FLEXIBILITY
Expected Benefits

• Within 12 Months:
  ✓ Reduce On-Site Inventories
  ✓ Reduce Total Processing Costs
  ✓ Reduce Infrastructure Costs

• Out-Years:
  ✓ Reductions in Pricing
    → Leveraged Buying
    → Standardization
Continuous Process Improvement

• Working with customers on-site and with vendors
  ✓ Determine catalog needs/changes
    → Contents
    → Descriptions
  ✓ Determine customer-specific system enhancements
  ✓ Review overall performance
    → Catalog items/Delivery
  ✓ Conduct pricing reviews
MRO Prime Vendor
Program Status

Europe Region

Pacific Region

Hawaiian Region

Participating Customers, By Service

USCG
DoD/DLA
USA
USN
USMC
USAF
Other Fed

<table>
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370 CUSTOMERS

PROGRAM STATUS
- All CONUS awarded as of 6/98
- Japan/ Okinawa awarded 3/99
- Korea awarded 8/99
- Germany - awarded 28 July 2000
- “South of the Alps - solicitation issued June 2002

$322.0M Total Sales
FY02 D.O.’s

$815M+ Total Sales
FY01 D.O.’s

$228M

Alaska Region

Northwest Region

North Central Region

South Central Region

Southeast Region

Northeast Region

Southeast Region

North Central Region

Northwest Region

Hawaiian Region

Pacific Region

Europe Region
For More Information

Program Manager: Chet Evanitsky
(215) 737-8048/DSN 444-8048
email: Chet.Evanitsky@dscp.dla.mil

Contracting Officers:

William Kelso
(215) 737-8637/DSN 444-8637
email: William.Kelso@dscp.dla.mil
Regions Southwest, Europe

Teri Ferrante
(215) 737-4322/DSN 444-4322
email: Teri.Ferrante@dscp.dla.mil
Regions Northeast, Southeast, North Central, South Central

Nick Strasser
(215) 737-7845
email: Nicklos.Strasser@dscp.dla.mil
Regions: Northwest, Alaska, Pacific, Hawaii