DOD EMALL

James Secrist
August 24, 2010
DOD EMALL Solicitations

• DLA Managed Items Only
  – No Source Inspected Items
  – No Safety Critical Items
  – No Tires, Ammunition, or Surplus
  – No Services
• Part Numbers and NSNs
• Open Continuously
• Five Year Contract
DOD EMALL Solicitations

• No Charge for Vendors
  – Customers pay 9 percent surcharge
• Best Commercial Packaging (DLA Barcode)
• Delivery set by Vendor
• Price Changes/Additions - Four Per Year
• Customers Pay by MILSTRIP or Credit Card
DOD EMALL Solicitations

• Orders transmitted by EDI, DIBBS, or Encrypted E-Mail

• Points of Contact:
  – Tony Griffin  Program Manager - DSCC
    614-692-8335  howard.griffin@dla.mil
  – Linard, James K  Contracting Office Chief
    614 692-2468  James.Linard@dla.mil
DOD EMALL

Carla Govier
August 24, 2010
DOD EMALL
SUPPLIER INFORMATION

VERSION 10.3.0
Mission Statement

The DOD EMALL is the single web based entry point for military and federal agency purchasers to find and acquire off-the-shelf, finished good and services, from the commercial marketplace and government sources.

To be on DOD EMALL Suppliers must have a Federal Government contract in place.
DOD EMALL Facts

Small Business Friendly
• 1,887 Commercial Vendor Contracts hosted on DOD EMALL
• 1,030 of those are small businesses (SBA designated)
• Additional catalogs added weekly

DOD EMALL Users
• 32,684 user accounts on the DOD EMALL
• Users are DOD (All Services, National Guard, Reserves) and other Federal Agencies (DHS, FBI, etc.)
DOD EMAALL FACTS cont.

- Fiscal Year FY09
  - $817 Million
- Fiscal Year To Date
  - $587 Million
- DOD EMAALL has shown steady growth with sales increases in FY02 of $14M to FY09 sales to $817M.
DOD EMALL FACTS cont.

DOD EMALL FY10 Sales YTD by Service

- NAVY: $222,487,617.62 (37%)
- AIR FORCE: $66,776,253.46 (11%)
- ARMY: $98,687,012.59 (17%)
- CLS: $102,059,948.81 (17%)
- DHS: $6,858,906.49 (1%)
- DLA: $5,264,965.99 (1%)
- USMC: $37,443,403.08 (6%)
- MNSTC-I: $20,410,343.97 (3%)
- OTHER: $41,209,763.16 (7%)

Total: $657,787,063.09
How to Become a DOD EMALL Supplier

• You must have a contractual agreement to be added to DOD EMALL
• Send an email to emall.vendors@dla.mil and provide the following information:
  – Company name
  – Your name
  – Phone number
  – E-mail address you want the information sent to
  – Cage Code & DUNS#
  – Contract #
• You will be assigned a Supplier Account Manager
How to Become a DOD EMALL Supplier Cont.

• SAM will send out
  – Supplier Worksheet
    • A one page form asking for basic information about the company.
      – Company name, address, Contract information, Point of Contact (POC) information.
  – Business Rules
    • Four page document outlining all the rules of being a Supplier on the DOD EMALL
  – Information on how to receive your orders
    • The SAM will send you information on the various ways you can set up your company to receive orders.
      – PGP, EDI, cXML
        • SAM will explain in further detail
How to Become a DOD EMALL Supplier Cont.

• Catalog Template
  – This is an excel document created for suppliers to list the items they will sell on DOD EMALL
  • It contains nine mandatory data elements for Suppliers to complete
    – Vendor Part Number - Internal reference number, can be the same as OEM Part Number
    – Product Name - Clear unabbreviated item name
    – Product Description - Detailed information about the product
    – Price - FOB Destination
    – Unit of Issue - DLA Standard Unit of Issue Codes
    – Quantity Per Unit of Issue - Items Per Unit of Issue
    – Manufacturer Name
    – Manufacturer Part Number
    – Days After receipt of Order (ARO)
DOD EMALL Accommodates:

REGIONAL PRICING
- 48 State Pricing (CONUS)
- Different prices for each zone you define.
- Alaska / Hawaii
- Outside the 50 States is OCONUS

TIERED PRICING
- Pricing discounts for quantity purchases
  - 1-25
  - 26-50
  - 51-100

REGIONAL VENDORS
- Local Vendors with Local access
  - Sell to a specific base at discounted price.
Information Icons

Pictures with Meanings and a Pop Up Box to Explain

- Small Business
- Environmentally Preferred item
- JWOD/AbilityOne
- MSDS exists for the item
- Supplier Certified NSN
- There’s a Picture!
- Payment Methods Accepted by Each Catalog
- Add items to a Cart
- Additional Discounts available depending on location
- Sale Icon
United Nations Standard Products and Services Code

• The UNSPSC (United Nations Standard Products and Services Code) allows companies to consistently classify the products and services they buy and sell.

• The UNSPSC is a hierarchical set of product categories.
  – Hierarchy: Category Name (Code)
    • Segment-Family-Class-Commodity

• Why is the UNSPSC important?
  – It provides a free open standard set of guidelines and parameters whereby, an organization can group like products.
  – This can prove useful for analysis, organizing, finding items, and ordering products.

• For more information, please visit: http://www.unspsc.org
Benefits of Being on the DOD EMALL

- Government wide visibility of your company and products
- You can use the DOD EMALL logo to promote your business
- Benefits small, large, minority owned, veteran and woman owned businesses
- Multiple payment options
  - Government Purchase Card (GPC)
  - MILSTRIP and FEDSTRIP
  - Corporate Credit Cards for Government contractors
Benefits of Being on the DOD EMALL cont.

• AbilityOne / JWOD, and “Green” products identified or highlighted

• Quick and easy search by
  – National Stock Number (NSN)
  – Products name
  – Catalog or manufacturer part number
  – Keyword
  – Product characteristics
How to find Supplier’s Catalog
Go to Shop and Catalog Search

Please notice you are now logged in.
Warfighter Focused, Globally Responsive Supply Chain Leadership

Welcome to the DOD EMALL Search Page
Search by keyword or part number. You can also browse by category or narrow your search according to particular attributes, e.g. price or supplier.

NSN Warning:

If you absolutely must have an NSN item, you should order an NSN item. When you order a manufacturer’s part number, you are getting the manufacturer’s commercial part which may or may not meet all of the technical requirements for the corresponding NSN.

Click on Alphabetic
Select from the list.
Select from second screen of Alphabetic drill down.
Search results are now restricted to one specific catalog.
Questions?

e Mall.vendors@dl a.m il