



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DOD EMAIL

James Secrist  
August 24, 2010



# DOD EMAIL 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 EMAIL 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 EMAIL 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

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## DOD EMAIL

Carla Govier  
August 24, 2010



# **DOD EMAIL 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.)



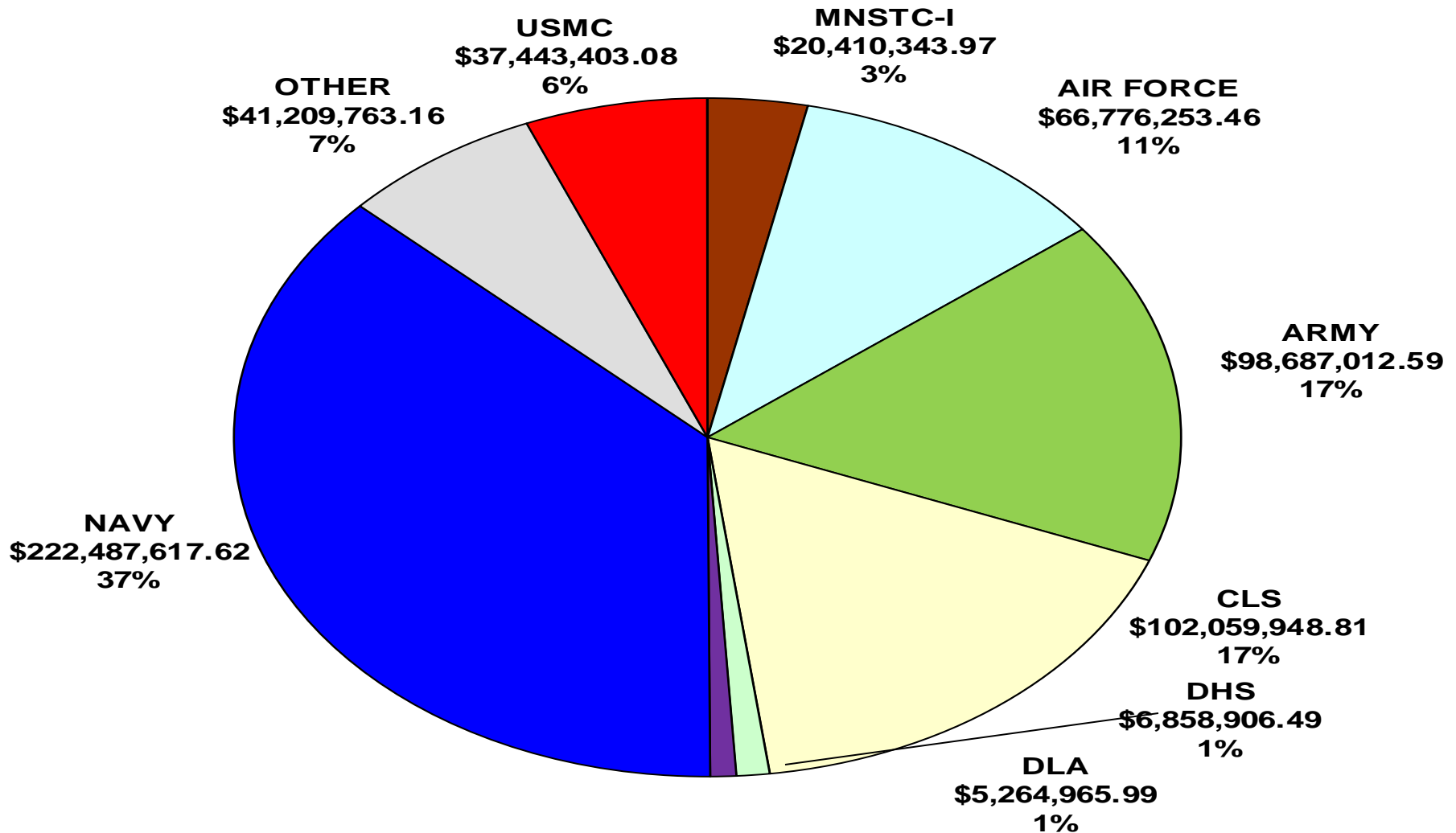
# DOD EMALL FACTS cont.

- Fiscal Year FY09
  - \$817 Million
- Fiscal Year To Date
  - \$587 Million
- DOD EMALL 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





# How to Become a DOD EMALL Supplier

- You must have a contractual agreement to be added to DOD EMALL
- Send an email to [email.vendors@dla.mil](mailto:email.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





# 1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)

[Shop](#) | [Carts](#) | [In Checkout](#) | [Orders](#) | [Tools](#) | [Admin](#) | [Reports](#)

[Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#)

» Home » Shop » Search

As AHINTEN, you will be logged in for 45:00

Region/Special Codes: **Country:** UNITED STATES **Code:** 49015 **DODAAC:** N62473

[Cart Summary](#): **Line Count:** 2 **Sum Total:** \$295.00

Search History: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#)

### Change Corridor

All of DOD EMALL

### Start A Search

#### Keywords

#### NSN/Item Number

Equals

#### Refinements

Keep  Discard

Clear

Search

### Refine Your Search

#### Power Search Refinements

#### By Category

All NSNs

Commercial (UNSPSC)

**Go to Shop and  
Catalog Search**

**Please notice you are  
now logged in.**



**Change Corridor**

All of DOD EMALL

**Start A Search**

**Keywords**

**NSN/Item Number**

Equals

**Refinements**

Keep  Discard

Clear

Search

**Refine Your Search**

**Power Search Refinements**

**By Category**

All NSNs

Commercial (UNSPSC)

Federal Catalog System

**By General Attribute**



DAYS ARO

PRICE

Price per Unit of Issue

SUPPLIER

Alphabetic

**DOD EMALL**

**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

NSN/Item Number

Equals

Refinements

Keep  Discard

Refine Your Search

By Category

All NSNs

Commercial (UNSPSC)

Federal Catalog System

By General Attribute

CC  MIL  SBA  ABILITY ONE

DAYS ARO

PRICE

Price per Unit of Issue

SUPPLIER:    
Alphabetic

0-9

A-C

D-F

G-I

J-L

M-P

Q-S

T-V

W-Z

[PRINTER, AUTOMATIC DATA PROCESSING](#)

[FOLDER, FILE, HANGING](#)

[CARD, INDEX](#)

Products Found (150000):

Sort By:

1 2 3 4 5 6 7 8 9

SEM 244/3

Category: SHREDDING MACHINE, PAPER

Supplier: [Security Engineered Machinery](#)

Min. Order: \$25.00

Mfr. Part #: 600244W/3

NSN: 7490015045605

Catalog #: 600244W/3

Contract #: GS02F0111P [GSA FSS](#)

Description: SEM 244/3 High Security Paper Shredder

\$3,211.54 EA  
       
SBA CC    
Days ARO: 30 days

Stat Kit 700

Category: MEDICAL EQUIPMENT SET, EMERGENCY TREATMENT, MEDICAL

Supplier: [Banyan International Corp.](#)

Mfr. Part #: 700

\$480.00 EA  
       
SBA CC    
Days ARO: 2 days

Select from the list.

Gen 3 Mini Night Vision Multipurpose Monocular

Supplier: [Advanced Night Vision, Inc](#)

Min. Order: \$100.00

Mfr. Part #: ANVS-1344

Catalog #: ANVS-1344

Contract #: GS07F5528R [GSA FSS](#)

Description: Gen 3 Mini Night Vision Pocket Scope/Goggle w/headgear and weapon mount

\$3,447.00 EA  
       
SBA CC    
Days ARO: 10 days

Misty Food Systems Gn Degreaser - Water Based Liquid

NSN/Item Number

Input field for NSN/Item Number with a dropdown menu set to "Equals".

Refinements

Keep Discard

Clear Search

Refine Your Search

Power Search Refinements

By Category

- All NSNs
- Commercial (UNSPSC)
- Federal Catalog System

By General Attribute



DAYS ARD

PRICE

Price per Unit of Issue

SUPPLIER: G-I

- G - Gd
- Ge - Globak
- Global - Grab
- Grace - Guardian
- Gulf - Hill
- Hilti - Hot
- HSM - ICC
- Icefloe - INGERSO
- Ingram - Ives

TAB, INDEX

PAD, WRITING PAPER

PEN, BALL-POINT

Add Selected To Cart

Compare Selected

Products Found (149209):

Sort By: Search Ranking

1 2 3 4 5 6 7 8 9 >

POP RIVETS

Supplier: Hi-Line Electric Company, Inc.

Min. Order: \$50.00

Mfr. Part #: AA42R

Catalog #: AA42R

Contract #: GS06F0065N GSA FSS

Description: RIVET, ALUM, 1/8 DIA, 1/8 GRIP, DOME HD

Unit of Issue: 100 Each

\$0.06 EA (\$0.0006

EA)

SBA

CC

Quantity input field with value 1

ADD

Days ARD: 2 days

Select from second screen of Alphabetic drill down.

\$132.57 EA

SBA

CC

Quantity input field with value 1

ADD

Days ARD: 3 days

Description: Office unit, strip cut, 12 sheet at time

View Similar Items

POP RIVETS

Supplier: Hi-Line Electric Company, Inc.

Min. Order: \$50.00

Mfr. Part #: AA56R

Catalog #: AA56R

Contract #: GS06F0065N GSA FSS

Description: RIVET, ALUM, 5/32 DIA, 3/8 GRIP, DOME HD

Unit of Issue: 100 Each

\$0.11 EA (\$0.0011

EA)

SBA

CC

Quantity input field with value 1

ADD

Days ARD: 2 days

DAYS ARO

PRICE

Price per Unit of Issue

SUPPLIER: Global - Grab

Global Data Technologies

Global Distributors

Global Distributors Navy BPA

Global Electronics Warehouse

Global Imaging Solutions

Global Network Supply

Global On-Line Computer

Global Supply Center

Global Tactical Solutions

GMS Industrial Supply

GN Hello Direct

Go Green Office Products

Gold Coast Chemical

Golden Group International LTD

Golden West Industrial Supply

Gonzalez Office Products

Got Office Products

Gould Southern

Gould Southern MILS & Credit Card

Gov Group

GovConnection, Inc.

Goverline

Government Advantage

### PROGRAMM DRAFTING CHAIR

Category: STOOL, REVOLVING

Supplier: [Global Distributors Navy BPA](#)

Mfr. Part #: 1337

Catalog #: 1337

Contract #: N0018907A0019 [FISC](#)

Description: Armless Stool. Fixed back height. Seat depth adjustment. Pneumatic seat height adjustment. Height adjustable chrome footing. Armless. Grade 3.

\$227.10 EA

SBA

CC

1

ADD

Days ARO: 30 days

[View Similar Items](#)

### LA PROVINCIALE DOLLY

Supplier:

Mfr. Part #:

Catalog #:

Contract #:

Description: Black plastic dolly with 2" casters. For La Provinciale, Hospitality, Renaissance, Vaughan and Renaissance series.

\$44.75 EA

SBA

CC

1

ADD

Days ARO: 30 days

[View Similar Items](#)

### GALAXY STACKING ARMCHAIR

Supplier: [Global Distributors Navy BPA](#)

Mfr. Part #: 901G

Catalog #: 901G

Contract #: N0018907A0019 [FISC](#)

Description: Permanent Ganging Hardware. Chrome tube frame. Black plastic armcaps. Front and back plastic leg glides. Stacks 10 high. Grade 3.

\$94.27 EA

SBA

CC

1

ADD

Days ARO: 30 days

[View Similar Items](#)

### GALAXY STACKING CHAIR WITH TABLET ARM

Category: CHAIR, STRAIGHT

Supplier: [Global Distributors](#)

Mfr. Part #: #100.00

Select the company name.



# 1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)



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| [Catalog Search](#) | [Power Search](#) | [Product Comparisons](#) | [Specialty Stores](#) | [Competitive Pricing](#) |

» [Home](#) » [Shop](#) » [Search](#) » [View Results](#)

As AHINTEN, you will be logged in for 45:00

Region/Special Codes: **Country:** UNITED STATES **Postal Code:** 49015 **DODAA**

[Summary:](#) **Line Count:** 2 **Sum Total:** \$295.00

[Search History:](#) [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#)

**Search results are now restricted to one specific catalog.**

### Change Corridor

All of DOD EMALL

### Start A Search

#### Keywords

#### NSN/Item Number

Equals

### Refinements

Keep  Discard

[Clear](#)

[Search](#)

### Refine Your Search

[Power Search Refinements](#)

### By Category

[Commercial \(UNSPSC\)](#)

[By General Attribute](#)

### Current Search:

in Corridor: All of DOD EMALL

### Product Categories With the Most Matches

[BOX, SHIPPING](#)

[TAMPON, SANITARY](#)

[DISPENSER, TOILET PAPER](#)

[DISPENSER, DENTAL ACRYLIC RESIN POWDER](#)

[BOX, TOTE](#)

[Add Selected To Cart](#)

[Compare Selected](#)

### Products Found (11):

Sort By: [Search Ranking](#)

1 2 >>

### Roll Dispenser

Category: DISPENSER, DENTAL ACRYLIC RESIN POWDER

Supplier: [Golden Group International LTD](#)

Mfr. Part #: SD2012R

Catalog #: SD2012R

Contract #: OPENMKT1039 [Open Market](#)

Description: Classic White dispenser for use with the S.A.C. roll SR9010

Unit of Issue: 10 Box

\$191.94 BX  
(\$19.194 EA)

[SBA](#)

[CC](#)

1

[ADD](#)

[Image](#)

Days ARO: 7 days

### Baby diaper disposal bag





# Questions?

**[email.vendors@dla.mil](mailto:email.vendors@dla.mil)**

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