DLA Troop Support
Medical Surgical Prime Vendor (MSPV) Program

Bill Woltjen
Current MSPV Generation III Contracts

- 2 primary and 2 back up contracts per Global Service Tri-Care management region

- Primary prime vendors
  - Cardinal Health
  - Owens & Minor

- Back up prime vendors
  - AMD
  - MMS
  - Cardinal
  - Owens & Minor
MSPV Regions
MSPV Sales by Fiscal Year

- **2006**: O&M: 200,000,000 | Cardinal: 100,000,000
- **2007**: O&M: 250,000,000 | Cardinal: 150,000,000
- **2008**: O&M: 300,000,000 | Cardinal: 200,000,000
- **2009**: O&M: 400,000,000 | Cardinal: 300,000,000
- **2010**: O&M: 500,000,000 | Cardinal: 400,000,000
MSPV Generation IV Acquisition Overview

• Contracts awarded 4 Apr 2011… Go-live rollout Jan-Mar 2012

• Contract term… 5 years
  – 20-month base period
  – Two 20-month option periods

• Cardinal Health… SPM2DV-11-D-0001
  – Primary prime vendor Global North & West
  – Back up for Global South

• Owens & Minor… SPM2DV-11-D-0002
  – Primary prime vendor for Global South
  – Back up for Global North & West
Medical/Surgical Prime Vendor Regions
Generation IV
2 types of Pricing Agreements support the Medical/Surgical Prime Vendor (MSPV) Program

- Distribution & Pricing Agreements (DAPAs)… manufacturer/supplier national or regional government pricing (covers majority of MSPV sales)
- Regional Incentive Agreements and Incentive Agreements (RIAs and IAs)… discounted pricing based on committed volume resulting from MMESO standardization process

DAPA or RIA Price
+ PV Distribution Fee
+ DLA Cost Recovery Rate (CRR)

Customer Price
Distribution & Pricing Agreements (DAPAs)

• Separately negotiated product prices from manufacturers and suppliers honored by our prime vendors to supply material
• DAPA and RIA/IA prices are loaded into the DAPA Management System (DMS) monthly
• Currently 733 DAPA holders supplying approximately 360,014 MSPV items
Authorized MSPV Types of DAPAs

- Medical/Surgical General DAPAs
- Medical Equipment DAPAs
- Medical/Surgical Custom Pre-Pacs (CPPs)
Med/Surg General DAPAs

• Medical/Surgical consumable products only
• Medical products used to examine or treat patients
• Does not include pharmaceuticals or medical equipment
• Product examples… sutures, bandages, syringes, surgical devices, lines, gowns, stethoscopes
Medical Equipment DAPAs

• Intended for medical equipment and related accessories and consumables

• Medical equipment typically durable, repairable, sometimes portable and often requires a power source (electricity or battery) to enable operation

• Used for equipment manufacturers and suppliers not having ECAT contracts
Med/Surg Custom Pre-Pac DAPAs

• PREPACs… “prepackaged” medical supplies
• Each PREPAC contains all physician/surgeon selected supplies to be used to perform a specific medical procedure or operation (excludes pharmaceuticals)
• Assembly of Custom Pre-Pacs (CPPs) is a commercial practice supporting private sector hospitals today
DLA Troop Support Medical Website
DMMonline.dscp.dla.mil
DAPA Management System (DMS)
New User Registration

Site Login - Register

Medical Login
- New User Registration
- Existing User Registration
- My User Profile
- Modify Password
- Forgot Password?
- Forgot User ID?
- Problems Logging in?

DMMonline Links
- Quick Find
- External Links
- Visiting the DSCP
- Suggestion Box
- Customer Assistance
- DMMonline Documents

To search our site, select here.

Return to DMM Home

Basic User Information:

*First Name: ____________________________

*Last Name: ____________________________

*Phone: ________________________________

*Email: ________________________________

*User Type: ____________________________

Contractor Company

*Organization:__________________________

*Military Involvement:__________________

*Required fields.

Additional information: Starred (*) fields are required, but providing more information will speed up the approval process. DSCP users please supply your LAN ID (see e-mail number). After this form is submitted, the appropriate administrator will be notified to grant access to the applications requested. Users will be notified by the administrator when their ID has been updated.

*** If you already have a user ID and password for single sign on (SSO) enabled applications, please login in and use the Existing User Registration Link. ***
DAPA Work Aids
Medical Points of Contact

If you are interested in establishing a Medical/Surgical DAPA please visit…


• View our DAPA Guide Book for Med/Surg Prime Vendor
• Apply for access and DAPAs online

For additional assistance contact…

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For additional info on IAs contact…

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Enterprise Wide Standardization

• Defense Medical Materiel Program Office (DMMPO)
  – Recommend clinical, logistics, and program policy, and to support medical materiel development and acquisition processes across the 4 Services

• Medical Materiel Enterprise Standardization Offices (MMESO)
  – Support the Military Health System’s (MHS) enterprise objective of implementing an integrated, collaborative process for medical materiel standardization that combines operational and institutional requirements for the purpose of improving clinical outcomes, enhancing readiness and training, controlling costs, and improving interoperability

• RIAs replaced by IA
  – Standardization will be for the entire Enterprise
MMESO Effort

• Notices for open IA competitions advertised in FedBizOps
• MMESO and Clinical Product Teams (CPT) conduct product evaluation and analysis
• These lead to product standardization and Incentive Agreements (IAs) between the Enterprise and our medical/surgical suppliers
• DLA Troop Support MSPV Standardization Team Provides assistance throughout
  – Review and approval of various documents
  – Legal Counsel
  – Distribution of agreed to pricing thru DMS
• Standardization program has improved product pricing and saved millions in cost avoidance
DMMPO & MMESO Locations

MMESO North
Northern Regional Medical Command, Washington D.C

MMESO Pacific
Tripler Army MEDCEN, Honolulu HI

MMESO South
Wilford Hall Medical Center, San Antonio TX

DMMPO
Fort Detrick MD

MMESO Europe
Europe Regional Medical Command, Heidelberg GE

MMESO West
Multi-Service Market Office, San Diego CA

MMESO Europe
Europe Regional Medical Command, Heidelberg GE

Northern

Southern

Western

Pacific

Europe

 WARFIGHTER-FOCUSED, GLOBALLY RESPONSIVE, FISCALLY RESPONSIBLE SUPPLY CHAIN LEADERSHIP
MMESO Contact Information

• On the web…  www.dmmopo.dmsb.mil
• eMail…  MMESO@amedd.army.mil

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