



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DoD/VA Joint Contracts for High Technology Medical Equipment

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History

- Congressional Mandate
 - Streamline the acquisition process by eliminating duplication of efforts
 - Implement joint contracting between agencies
 - Leverage Government spending to obtain better prices for high tech medical equipment
- Memorandum of Agreement between VA and DoD...
Appendix 3 covers medical equipment
 - Signed in 2003
 - Establishes guidelines for working relationship between agencies
- VA/DoD Quarterly Meetings



Joint Contract Programs

- Radiology and Imaging Systems... 39 contracts
 - Types of systems
 - CT Scanners
 - X-Ray
 - MRI Systems
 - Ultrasound
 - Includes maintenance service programs
- Radiation Therapy (Oncology) Systems... 9 contracts
- Radiology Glassware... 4 contracts
- DIN-PACS... 9 contracts



Contract Details

- Long term Indefinite Delivery Indefinite Quantity (IDIQ) type contracts
 - Vendors compete for delivery orders
 - Best value delivery order placement criteria specified
- Fixed prices with Economic Price Adjustment (EPA)
- All clinical products in a specific category
 - Vendors offer entire commercial pricebooks of medical systems
- Add new items... delete obsolete items
- Turnkey installation of large systems



Opportunities for Vendors

- Contract programs have “Open Seasons” each year where new vendors can submit a proposal to be considered for a long term contract
- Partner with large, established vendors
 - Most vendors offer a variety of 3rd party items to complement their large medical systems
 - Examples... contrast auto injector, different types of viewing monitors



Benefits of Joint Contracts for *Suppliers*

- Fewer solicitation responses to prepare
- Fewer individual contracts to negotiate
 - Focus on individual customer orders
- One Government contract, one price book
 - Less contract administration effort
 - Single contracting officer for administration
 - Easier product and price updates
- Common terms and conditions (where possible)



Benefits of Joint Contracts for the *Government*

- Administrative savings
 - Share the award of long term contracts
 - Eliminate duplication of contracting work
 - Reduced post award work as each Agency administers half of the contracts
 - Each Agency still issues all delivery orders for established customer base
- Better prices
 - Leverage overall volume of DoD/VA business for better discounts
 - Take advantage of each Agency's best practices... e.g., VA Office of Inspector General commercial pricing audits



Ongoing Partnership with Vendors

- Forum to address common issues
- Vendors work through the Medical Imaging and Technology Alliance (MITA)
- Current issues (sample)
 - Information assurance and information security for medical systems
 - Licenses for diagnostic maintenance software
- Future joint contract programs
 - Integrated Operating Room Systems
 - Robotic Surgery Systems

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