

INTRODUCTION



Your company's products can be listed on one or more government contract vehicle such as FSS, DAPA, ECAT and GSA Advantage. Having your products on contract allows the government customer to have a streamlined acquisition experience as it is often preferred. **You do not have to wait until your products are approved before you can sell to the government. As soon as your Distribution Agreement is signed and the price structure is approved, you are ready to initiate your sales efforts.**

GOVERNMENT CONTRACT VEHICLES

- FSS:** **Federal Supply Schedule**
> Who can purchase: VA's and any government agency to include Indian Health Services (IHS) other than DoD facilities (Med/Surg catalogue here):
<https://www.vendorportal.ecms.va.gov/nac/MedSurg/List>
- DAPA:** **Distribution and Pricing Agreement Medical Surgical / Pharmaceutical**
> Who can purchase: DoD/Military facilities
**Slightly lower price than what is listed on GSA and FSS (.005%)*
- GSA:** **GSA Advantage!**
> Who can purchase: All government agencies
General online marketplace for government purchasing that reflects the same pricing and information as the FSS: www.gsaadvantage.gov
- ECAT:** **Electronic Catalog**
> Who can purchase: All DoD and VA facilities
ECAT is the DLA's acquisition center and electronic catalogue for medical supply chain only. Prices may be slightly lower than FSS and DAPA pricing.
Not all medical-surgical products are eligible for ECAT.
- DIBBS:** **DLA Internet Bid Board System**
> Who can purchase: DoD only
Web-based application that provides the capability to search, view, and submit quotes
Allows users to search and view for request for proposals, invitations for bids and awards and other procurement information related to DLA
- FBO:** **Federal Business Opportunities**
> Who can purchase: All government agencies
Micro-purchases/Micro-buys, 1+4 year bidding opportunities, and National Stockpile Opportunities
CMOP/TMOP (Consolidated/TRICARE Mail Order Pharmacy) opportunities exist under FBO and as a stand-alone source.