

The Defense Medical Standardization Board (DMSB)

There are three ways that commercially available items may be introduced into the DAD medical inventory through the DMSB:

Shared procurement: the DPSC receives technical specifications for products that the U.S. Army, Navy, Air Force, Veterans Administration, and Public Health Service jointly establish. Equipment procured in this manner includes blood analyzers, defibrillators, electro-surgical apparatus, microscopes, vital sign monitors, sterilizing equipment, operating room equipment, and hospital furniture.

Deployable medical system: the DMSB selects and specifies equipment to be included in deployable hospitals worldwide. It has the responsibility to procure and inventory the product for possible deployment.

Hospital-initiated requirements: a procedure by which companies can sell products directly to military hospitals. Once the company sells a predetermined volume to the required number of hospitals within a year, it can request that the product be standardized and catalogued.

FOR FURTHER INFORMATION CONTACT:

The Defense Medical Standardization Board
Fort Detrick, Maryland
U.S.A. 21701-5013
Tel: (301) 619-2186
Attn: Captain G.R. Koehn

Nursing homes usually use the bid process to purchase medical devices, and nearly all use the services of a purchasing group. Any firm wishing to sell to nursing homes should contact the state nursing home associations.