

# How to Do Business with VISN 12 - Construction

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of Veterans Affairs



# Overview

- Division Manager, Construction
- Network Contracting Office 12
- Oversee construction procurements within VISN 12 facilities located in Northern Illinois, Wisconsin and Iron Mountain, Michigan



# Acquisitions and Contractual Authority

- Acquisitions and contractual commitments can only be made by Government officials having expressed authority to enter into such agreements on behalf of the United States Government. The ONLY Government officials with such authority are Warranted Contracting Officials. Any discussions of contractual requirements do not constitute contractual direction or authorization of any kind. Future contractual directions, if ANY, shall ONLY come from the cognizant Department of Veterans Affairs Warranted Contracting Officer.



## Network Contracting Office 12 - Construction

- Primary mission is to execute facility construction requirements
- Primary Objectives
  - Consolidation and Standardization
  - Reduced Contract Administration
- Challenges
  - Budget and Changing Priorities



# NCO-12: Service Area Office - Central







## Who Procures?

- Technical personnel create and submit requirements to NCO-12.
- Procurement Staff of 100 include:
  - Contracting Officers
  - Contract Specialists
  - Ordering Officers



# How Can You Help Us?

## Past Approach:

- Use of Invitation for Bid (IFB) as primary procurement method for construction

## Future/Current Approach:

- Use of Multiple Award Task Order Contract (MATOC) for construction projects





## Top NAICS Codes – VISN 12 Construction

236220	Commercial/Institutional Building Construction
541330	Engineering Services
541310	Architectural Services
237110	Water & Sewer Line & Related Structures
238210	Electrical Contractors & Other Wiring Installation
238220	Plumbing, Heating and Air Conditioning
238290	Other Building Equipment Contractors
238140	Masonry Contractors
237310	Highway, Street and Bridge Construction



## Small Business Programs

- Public Law 109-461: “Veterans First”
  - Service-Disabled Veteran-Owned Small Business Set-Asides
  - Veteran-Owned Small Business Set-Asides



## How Does VA Buy Construction?

- Contract Vehicles – MATOCs
- Full & Open Competition after exclusion of sources (Small Business Programs)
  - Veterans First (SDVOSB/VOSB)
- Full & Open Competition (Open to all vendors) – Infrequent!



## Where to Find Postings

- Federal Business Opportunities
  - [www.fbo.gov](http://www.fbo.gov)



## Before Marketing to Network Contracting Office 12

- Registration ([www.sam.gov](http://www.sam.gov) )
- Experience (Have some past performance)
  - Completion of similar project in commercial sector
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Process
  - Be able to find postings [www.fbo.gov](http://www.fbo.gov)
- Verified if vet business ([www.vetbiz.gov](http://www.vetbiz.gov) )



## How to Market to NCO 12

- Contact Small Business Liaison
  - Steve Maier 414-844-4824
  - [Steven.maier2@va.gov](mailto:Steven.maier2@va.gov)
- Small Business Events
  - In conjunction with SBA
  - Procurement Tech. Assist. Centers



Q&A

Questions?