

How to Do Business
with
Department of Veterans Affairs
VHA – VISN6

Cathy Davis
Interior Designer
Durham-VA Medical Center



U.S. Department
of Veterans Affairs



Overview

- Interior Designer
- Durham VA Medical Center (VISN6)
- Primary Responsibilities are to provide design services, develop technical specs for procurement of products and services, coordinate and manage interior design projects.



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.



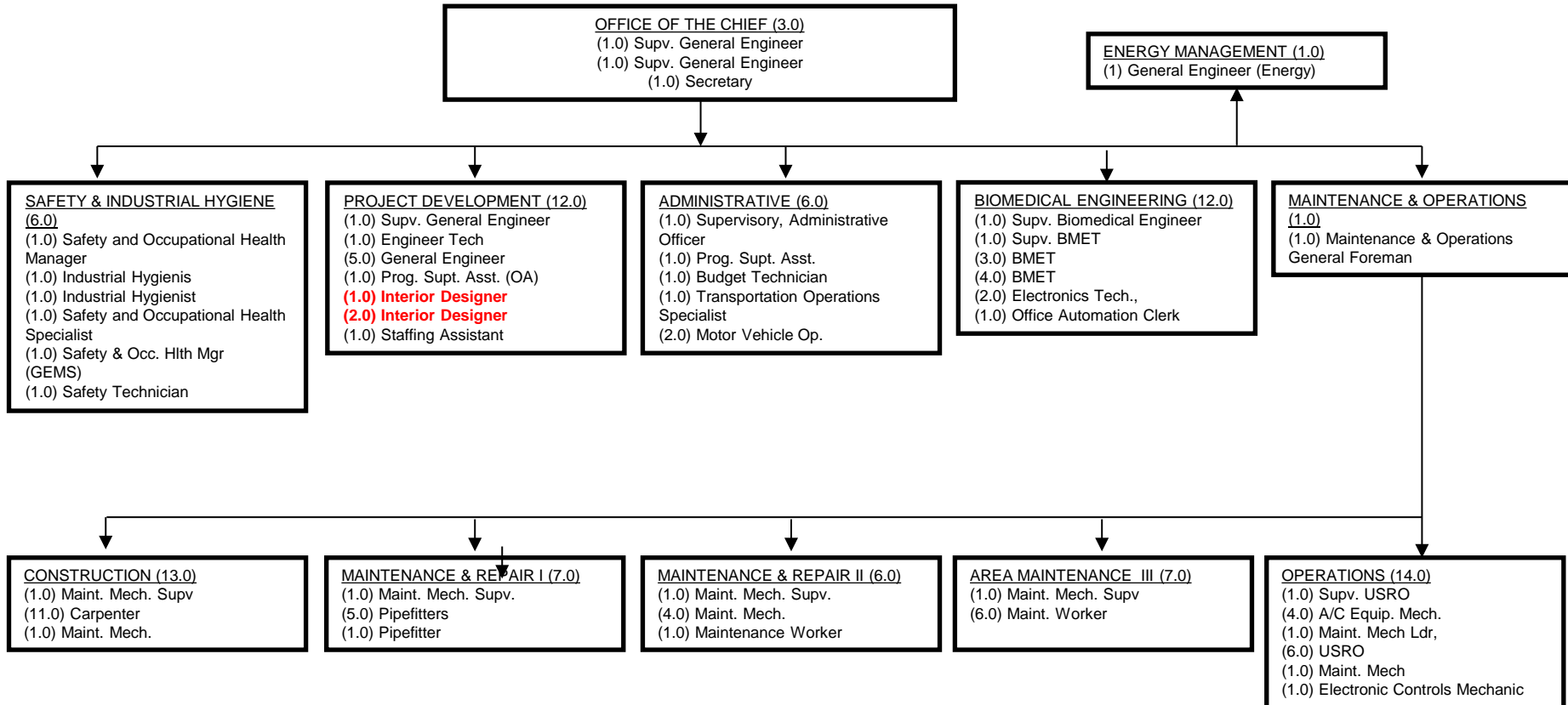
Interior Design Program

- **Mission** – Establish and maintain an environment that is professional, therapeutic, safe, aesthetically pleasing, and functionally appropriate.
- **Objectives** – Office and Healthcare quality furniture, flooring, casework, signage, artwork, healthcare grade fabrics, contracted labor/installation
- **Challenges** – Finding enough SDVOSB sources, funding issues if large projects awarded to VOSB & risk of default on orders, Design and Specification services
- **NAICS codes** – 7110-Furniture, 7220-Flooring



VAMC - Durham Engineering Structure

ENGINEERING SERVICE





Who Procures?

Procurements can be made by the following staff:

- Purchase Card Holders (ex: AO, Interior Design)
- Logistics
- Contracting Officers



How Can You Help Us?

- In the past our VISN has approached VOSB and Small Businesses and will continue this approach for project support (for example 100% of Fayetteville HCC was small business – WOSB, SDVOSB, and SB)
- Need additional SDVOSB, SB, VOSB, and WOSB to support our project needs
- Need Vendors with a GSA Contract that can support our products or service needs - healthcare quality furniture, flooring, casework, signage, artwork, and installation services



What VHA-VISN6 Procures?

- 7110 – Furniture
- 7220 - Flooring



Small Business Programs

- Service-Disabled Veteran-Owned Small Business Set-Asides or Sole Sources (Public Law 109-461)
- Veteran-Owned Small Business Set-Asides (Public Law 109-461)
- 8(a) Reserves (FAR 19.8) OR
- Historically Underutilized Business (HUBZone) Set-Asides (FAR 19.13) OR
- Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)



How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Full & Open Competition after exclusion of sources (Small Business Programs)
- Full & Open Competition (Open to all vendors)



Mandatory Contracts

- Federal Supply Schedule
- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- Medical-Surgical Prime Vendor Contracts
- Pharmaceutical Prime Vendor
- NASA Solutions for Enterprise Wide Procurement (SEWP)
- VETS Government Wide Acquisition Contract (GWAC)



Where to Submit?

- Federal Business Opportunities Page
- GSA eBuy System
- NASA SEWP



Before Marketing to VHA – VISN6 :

- Registration
- Experience
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Readiness and Process
- Knowledge of Customer
- Verified
- Start Small
- Be present



How to Market to VISN6 Interior Design:

- Contact VISN6 Interior Designers or Procurement Officer and provide information about services and products your company can offer



Q&A

Questions?

If you have an idea of how VISN6 can partner with your Veteran-Owned Small Business or if you have questions, please contact:

Cathy Davis

anna.davis3@va.gov