

# Medical Sharing Team Business Opportunities

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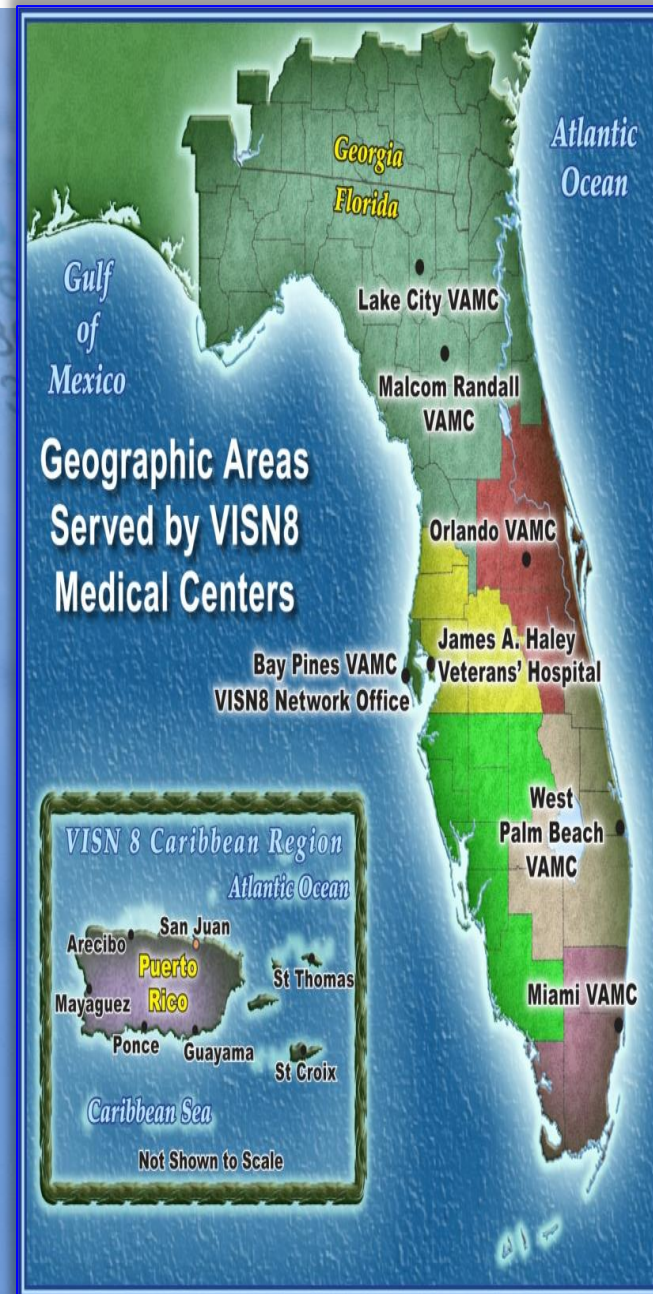
*Network Contracting Office 8 – Tampa FL*



U.S. Department  
of Veterans Affairs

# Overview

- The Medical Sharing Team is responsible to procure all Healthcare services in support of the medical center for the entire VISN 8
- VISN 8's seven healthcare systems include eight Joint Commission-accredited VA medical centers and more than 50 outpatient clinics. About 25,100 full-time VISN employees work at these facilities, providing a full range of high quality, cost-effective medical, psychiatric and extended care services in an inpatient, outpatient, nursing home, and home care settings.





# Type of Requirements – Medical Sharing Team

- 1) Sharing Agreements with Affiliates (Universities)
- 2) Professional Physician Services Contracts (i.e. any FTE covered under Title 38 – Physicians, Perfusionist, Radiation Oncology [Physician, Physicist, Dosimetrist, Radiotherapy], Gastroenterology, Anesthesiology, Urology, Interventional Radiology, Cardiology, etc.)
- 3) Health Care Provider Services (mental health, laboratory services, teleradiology, etc.)
- 4) Contracts under selling agreements
- 5) Transplant Services
- 6) Community Based Outpatient Clinics



# Primary NAICS & Small Business Size Standards

- 561320 (Temporary Help Services), \$27.5M
- 62111 1 (Office of Physicians), \$11.0M
- 621112 (Mental Health Specialists), \$11.0M
- 621210 (Dentists), \$7.5M
- 621320 (Optometrists), \$7.5M
- 621493 (Freestanding Ambulatory Surgical and Emergency Centers), \$15M
- 621991 (Blood Banks), \$32.5M
- 622210 (Psychiatrist and substance abuse hospitals), \$38.5M





## Tips When Submitting Proposals or Quotes:

- Review the entire solicitation requirements
  - Clearly communicate company's capabilities
  - Ensure to provide requested documentation
  - Pay close attention evaluation criteria/factors
  - Ensure to complete Schedule/Price
  - Past Performance: Important to show your experience— not subcontractors



# Future Opportunities

Name of Contract	Description	Location	Value of Contract	Incumbent	Expiration
Histopathology (HT)	1.0 FTE Services	Gainesville	\$553,280.00	Healthcare Connections, Inc.	4/2/16
Medical Physicist	1.0 FTE Services	Tampa	\$1,379,62240	AB Staffing	9/30/16
Medical Technologists	5.0 FTE Services	Gainesville	\$1,080,248.00	Global Dynamics	10/31/16
Phlebotomists	NTE 20 FTEs	Orlando	\$2,167,360.00	TDY Medical Staffing	10/31/16
Radiation Oncology	Dosimetrist and Medical Physicist	Miami	\$2,224,320.00	Jacksonville Radiation Therapy	5/4/16
Chief Medical Physicist	1.0 FTE Services	Tampa	\$462,547.68	AB Staffing	11/30/16
Dosimetrist	1.0 FTE Services	Tampa	\$985,928.00	Maxim	3/31/17
Primary Care	3.0 FTE Services	Gainesville	\$3,858,940.80	AB Staffing	9/22/17
Gastroenterology	3.0 FTE Services	Gainesville	\$3,743,438.40	Loyal Source	10/31/17



## Additional Future Opportunities

Requirement	Location	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed
Cyberknife Medical Physicist	Tampa	FSS – SB set aside	FY16
Mental Health Physicians for services to Homeless Shelter	Tampa	FBO – SB set aside	FY16
Psychiatrists	Orlando	FSS – SB set aside	FY16
Primary Care	Orlando	FSS – SB set aside	FY16
Anesthesiologist	Gainesville	Not determined yet	FY16-FY17



## Contact Information

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# Questions?