

# How to Do Business with Diagnostic Services (10P4D)

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# Overview

- Patient Care Services
  - Diagnostic Services (10P4D):
    - Radiology
    - Nuclear Medicine
    - Pathology & Laboratory Medicine (P&LMS)



# 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.



# Pathology & Laboratory Medicine Services

- The Pathology and Laboratory Medicine (P&LMS) National Program Office has as one of its primary responsibilities, the establishment of Department of Veterans Affairs (VA) national policies applicable to VA clinical laboratories. In addition, the national program office provides P&LMS guidance to the senior leadership in the VA and Veterans Health Administration (VHA) and the VA laboratory community in general, to help ensure that timely, cost effective, and high quality anatomic and clinical pathology services are provided for both VA patients and caregivers.



# P&LMS Organizational Structure

- National P&LMS Program Office (policy)
- National Enforcement Office (operation)
- 153 VAMC P&LMS
- 800+ Community-Based Outpatient Clinics (CBOC) with VA/Contract laboratory



# Who Procures?

## **National Office**

- Program Office
- Enforcement Office

## **VAMC P&LMS**

- Purchasing Agent
- Laboratory Managers
- Contract Office
- May include VISN



## How Can You Help Us?

- **Past Approach – National Office**
  - Training & Competency modules
  - Database Maintenance
  - Accreditation services
  - E-Library of Laboratory Standards
  - Proficiency Testing Services
  - Employment Drug Testing



## How Can You Help Us?

- **Past Approach – VAMC P&LMS**
  - Diagnostic Equipment
  - Testing Reagents & Supplies
  - Reference Testing Services
  - Equipment Maintenance Services
  - Proficiency Testing Services
  - Biological Products





# How Can You Help Us?

- Future Approach –  
Early Engagement  
Low/Fixed cost  
Meet Federal Contracting requirements



# 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 P&LMS

- 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 P&LMS

- Contact [quynh.vantu@va.gov](mailto:quynh.vantu@va.gov)
- Pathology & Laboratory Medicine Professional Society/ Trade shows



Q&A

Questions?