

How to Do Business with Network Contracting Office 8

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Director of Contracting

Network Contracting Office (NCO) 8



U.S. Department
of Veterans Affairs



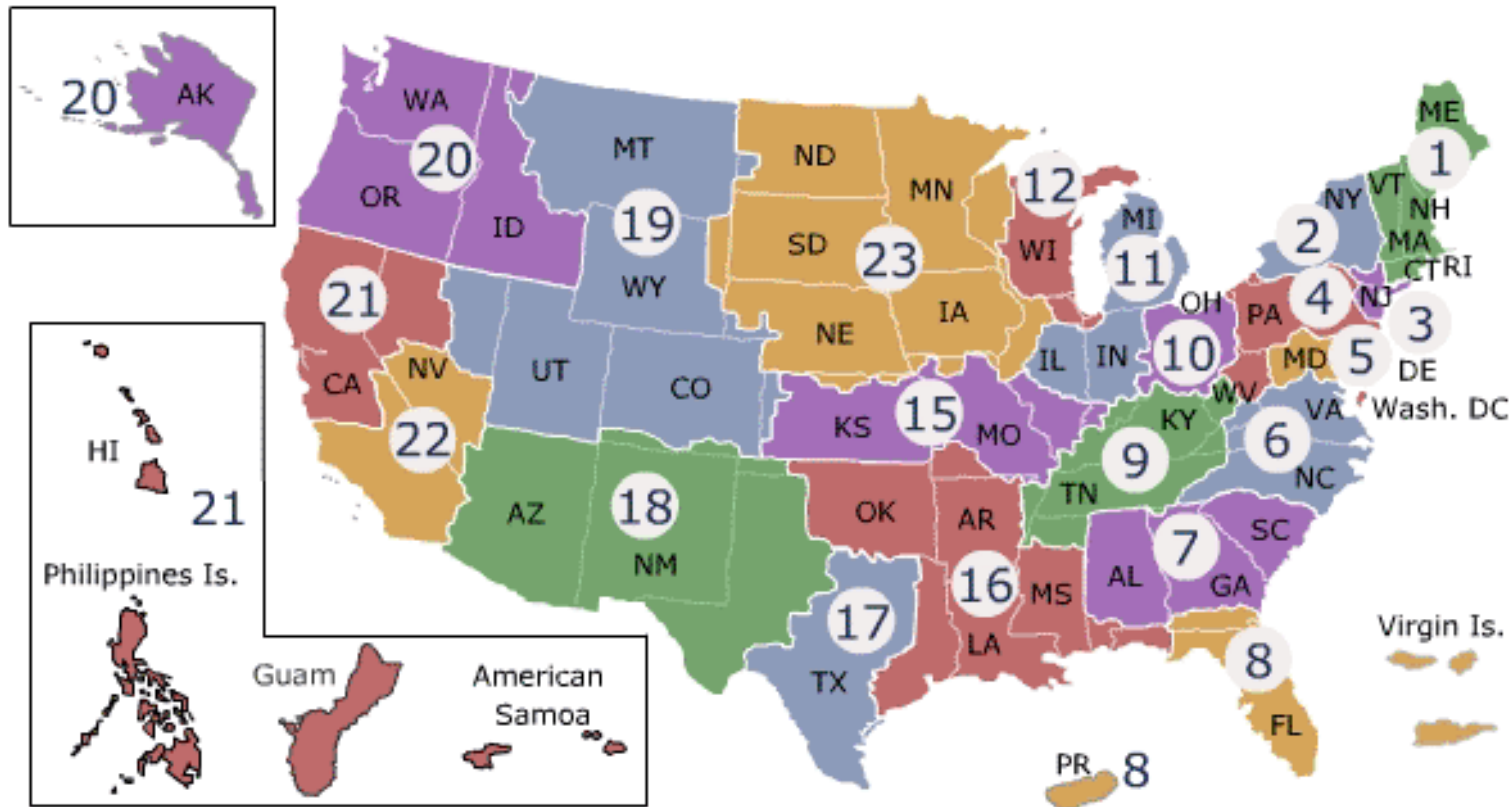
Director of Contracting Responsibility

Oversees Contracting Operations for NCO 8 and the VA Sunshine Healthcare Network, Veterans Integrated Service Network (VISN) 8 and is responsible for supporting Veterans throughout South Georgia; Florida (except Panhandle area); Puerto Rico; and the U.S. Virgin Islands.





VHA Structure – “VISNs” Veterans Integrated Service Networks



Three (3) Service Area Offices (SAOs)

VHA Procurement Dashboard





Eight (8) Medical Centers

C.W. Young VA Medical Center, Bay Pines, FL

www.baypines.va.gov

Orlando VA Medical Center, Orlando, FL

www.orlando.va.gov

West Palm Beach VA Medical Center, FL

www.westpalmbeach.va.gov

James A. Haley Veterans' Hospital, Tampa, FL

www.tampa.va.gov

Lake City VA Medical Center, Lake City, FL

www.northflorida.va.gov

Malcom Randall VA Medical Center, Gainesville, FL

www.northflorida.va.gov

Bruce W. Carter VA Medical Center, Miami, FL

www.miami.va.gov

San Juan VA Medical Center, San Juan, PR

www.caribbean.va.gov



VISN 8 Geographics / Demographics

Veteran Population: 1,565,530

Major Hospitals 8

Clinics 57

Total Outpatient Visits: 8,323,751

Square Miles: 64,153

States/Territories:

- Florida Counties (60)
- Georgia Counties (19)
- Puerto Rico
- USVI

Total VISN 8 Owned GSF: 7,515,104

Total VISN 8 Land: 707 Acres

Total VISN 8 Leased NUSF: 1,671,490

VBA Regional Offices: 2

VA National Cemeteries: 8

The Nation's
Largest
Network of
VA Hospitals
and Clinics





NCO 8 Structure

<u>Healthcare System</u>	<u>Seven (7) Contracting Office Locations</u>	
VA Sunshine Healthcare Network	Miami, FL	Bay Pines, FL
VISN 8 Headquarters	San Juan, PR	Orlando, FL
St. Petersburg, FL	Tampa, FL	West Palm Beach, FL
	Gainesville, FL (Supports Lake City)	

Contracting Professionals Purchase Products and Services by Product Lines:

- Commodities
- Services
- Prosthetics
- Construction
- Medical Sharing (Doctors, Nurses, etc.)
- Leasing (Real Estate and associated services)



FY15 Goals & Results

Socioeconomic Category	VA Goal	VISN 8 Performance	Dollars Awarded
Small Business (SB)	32%	35.38%	\$300M
Veteran-Owned SB	12%	13.74%	\$116M
Service-Disabled Veteran-Owned SB	10%	11.87%	\$101M
Historically Underutilized Business Zone (HUBZone) SB	3%	2.32%	\$20M
Small Disadvantaged Business (including Section 8(a))	5%	7.27%	\$62M
Woman-Owned SB	5%	3.36%	\$28M



NCO 8 Small Business Program

- Strive to Exceed VA Small Business Goals
- Ensure Small Businesses Receive Fair Opportunity to Compete for VISN 8 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)



What NCO 8 Procures?

NAICS Category (Description)	Total Actions	% Total Actions	Total Dollars	% Total Dollars
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))	2,762	14.52%	\$285,028,397.78	37.7247%
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	8,025	42.19%	\$178,281,320.85	23.5963%
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	554	2.91%	\$60,043,313.49	7.9470%
23 (CONSTRUCTION)	554	2.91%	\$56,519,530.47	7.4806%
42 (WHOLESALE TRADE)	1,935	10.17%	\$47,542,028.05	6.2924%

PSC Category (Description)	Total Actions	% Total Actions	Total Dollars	% Total Dollars
6 (PRODUCTS)	11,860	62.3489%	\$468,572,914.04	62.02%
Q (SERVICES (other than R and D))	612	3.2173%	\$65,085,315.44	8.61%
Y (SERVICES (other than R and D))	248	1.3038%	\$45,290,034.24	5.99%
J (SERVICES (other than R and D))	1,314	6.9078%	\$28,581,486.77	3.78%
S (SERVICES (other than R and D))	242	1.2722%	\$24,979,597.95	3.31%

Data is from the Federal Procurement Data System (FPDS): <https://www.fpds.gov/>



Public Law 109-461 Set-Aside Authorities

Service Disabled Veteran Owned Small Business (SDVOSB):

- Competitive – Unlimited by dollar value
- Sole Source – Limited to \$5M

Veteran Owned Small Business (VOSB):

- Competitive – Unlimited by dollar value
- Sole Source – Limited to \$5M





How Does VA Buy?

Required Sources of Supplies and Services

Federal Acquisition Regulation (FAR) Part 8

VA Acquisition Regulation (VAAR) Part 8

VA Mandatory Contracts

Federal Supply Schedules (FSS) Contracts Awarded by the National Acquisition Center (NAC) in Federal Supply Classification (FSC) 65 and 66

- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- NASA Solutions for Enterprise Wide Procurement (SEWP)



How Does VA Buy?

- VETS Government Wide Acquisition Contract (GWAC)
- [Prime Vendor Programs](#) (Orders Placed by Logistics)
 - Medical/Surgical Prime Vendor (MSPV)
 - Pharmaceutical Prime Vendor (PPV)
 - Subsistence Prime Vendor (SPV)
- Full & Open Competition after Exclusion of Sources (Small Business Programs)
- Full & Open Competition (Open to all vendors)



Locating Contracting Opportunities

- GSA eBuy
<https://www.gsaadvantage.gov/advantage/login/eBuyLogin.do>
- NASA SEWP
<http://www.sewp.nasa.gov/>
- Federal Business Opportunities (FBO)
<https://www.fbo.gov/>
- Forecast of Contracting Opportunities (FCO)
<https://www.vendorportal.ecms.va.gov/eVP/fco/VisnMap.aspx>



VISN 8 Forecasting of Contracting Opportunities

VA FORECAST OF CONTRACTING OPPORTUNITIES

VISN 8: VA Sunshine Healthcare Network

Search by Specific Site
248 - Construction (IPLANNING), ..
248 - Leasing (IPLANNING), ..
248 - Prosthetics (IPLANNING), ..
248 - VISN 8 PROCUREMENT ACTIVITY, Bay Pines, FL
248 - Medical Sharing (Healthcare Dir 1663) (IPLANNING), ..
516 - BAY PINES, Bay Pines, FL
516 - Bay Pines - Services/Commodities (IPLANNING), Bay Pines, FL
546 - MIAMI, Miami, FL
546 - Miami - Services/Commodities (IPLANNING), ..
548 - West Palm Beach - Services/Commodities (IPLANNING), ..
548 - WEST PALM BEACHes, Palm Beach Gardens, FL
573 - NF/SG - Services/Commodities (IPLANNING), ..
573 - NORTH FLORIDA/SOUTH GEORGIA, Gainesville, FL
672 - VA Caribbean - Services/Commodities (IPLANNING), ..
672 - VA CARIBBEAN HEALTHCARE, Guaynabo, PR
673 - TAMPA, Tampa, FL
673 - Tampa - Services/Commodities (IPLANNING), Tampa, FL
675 - ORLANDO, Orlando, FL
675 - Orlando - Services/Commodities (IPLANNING), ..
675 - Orlando - Activation Team (IPLANNING), ..

<https://www.vendorportal.ecms.va.gov/eVP/fco/VisnSearch.aspx?ID=08&Type=Visn>



VISN 8 Open Market Opportunities

The screenshot shows the homepage of FEDBIZOPPS.GOV. The header includes the site name and logos for IAE, E-GOV, and USA.gov. A navigation menu contains links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with the text "Search more than 30,700* active federal opportunities." Below this are several filter dropdowns: "Posted Date" (Last 90 Days), "Set-Aside Code" (Any), "Place of Performance" (Any State or Territory), and "Type" (Any). There are also text input fields for "Keyword / Solicitation #" (containing "VA248") and "Agency". A "Search" button is located below the input fields. To the right, there is a "RECOVERY" section with buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS", and a link for "FBO RECOVERY REPORTS".

<https://www.fbo.gov/>



Additional Resources

Small Business Development Center (SBDC)

<http://www.sba.gov/tools/local-assistance/sbdc>

Procurement Technical Assistance Center (PTAC)

<http://www.aptac-us.org/new/>

Small Business Administration (SBA)

<http://www.sba.gov/>

VA OSDBU: <http://www.va.gov/osdbu/>



Improve Your Chances

- SDVOSBs and VOSBs must register with the Center for Verification and Evaluation (CVE) to participate in the [VETS First Contracting Program](#)
- Review Agency Forecasts of Contracting Opportunities (FCO)
- Ensure Your Information is Accurate
- Register in the System for Award Management ([SAM](#)) for the NAICS in which you hold expertise
- Obtain Federal Procurement Data System ([FPDS](#)) Account
- Consider VA and GSA Federal Supply Schedules (FSS)
- Accept Government Purchase Cards (GPC)
- Sharpen Your Pencil-Competitive Pricing
- Review the Entire Solicitation and Evaluation Criteria
- Take Advantage of Capacity Building resources: (e.g. PTAC, SBDC, SBA, etc.)
- Maintain **ACTIVE** Registrations with SAM and [VETBIZ](#)
- Email your 1-2 page capability statement to Derrick.Williams6@va.gov



VISN 8 Contracting Page

The screenshot shows the U.S. Department of Veterans Affairs website. At the top left is the VA logo and the text "U.S. Department of Veterans Affairs". To the right are social media icons and a search bar. Below the header is a navigation menu with links: Health, Benefits, Burials & Memorials, About VA, Resources, Media Room, Locations, and Contact Us. The breadcrumb trail reads: VA » Health Care » VA Sunshine Healthcare Network » Contracting. The main heading is "VA Sunshine Healthcare Network". On the left is a sidebar menu with "Services" expanded to show "Contracting". The main content area features the "VISN 8 VA Sunshine Healthcare Network" logo, the text "Contracting", and "We Want Your Business..." with an image of two people shaking hands. On the right, there is a "Return to Services Directory" button, "CONTACT INFO" section with "Location" (Derrick Williams, Small Business Liaison, Network Contracting Office) and "Contact Number(s)" (813-631-2830).

<http://www.visn8.va.gov/VISN8/services/Contracting.asp>



Q&A





VISN 8: VA Sunshine Healthcare Network Network Contracting Office 8 (NCO 8)

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UNITED STATES
DEPARTMENT OF VETERANS AFFAIRS