

**Business Opportunities with  
VA Healthcare Upstate New York – VISN 2 and  
VA NY/NJ Veterans Healthcare Network –  
VISN 2  
Capital Asset Management Program**

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U.S. Department  
of Veterans Affairs



# VISN 2 Overview

- 6 Medical Centers:
  - *Albany VAMC*
  - *Syracuse VAMC*
  - *Canandaigua VAMC*
  - *Bath VAMC*
  - *Buffalo VAMC*
  - *Batavia VAMC*
- 32 CBOCs across VISN providing Primary Care and some specialty care
- Network Office –Albany



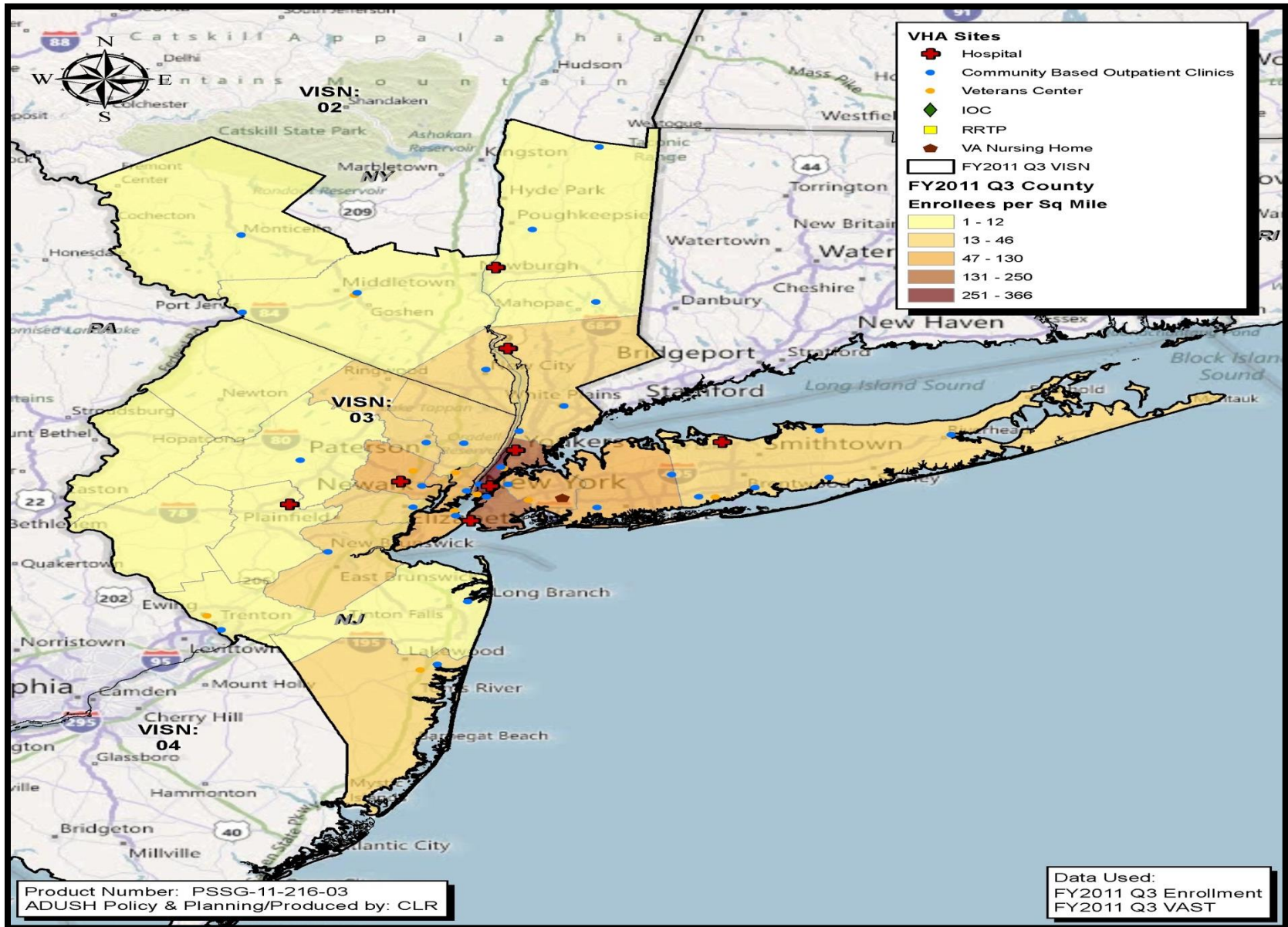


# VISN 3 Overview

- **9 Campuses:**
  - New York Harbor:
    - *Brooklyn Campus (Brooklyn, NY)*
    - *Manhattan Campus (New York, NY)*
    - *St. Albans (Queens, NY)*
  - Hudson Valley:
    - *Castle Point Campus (Wappingers Falls, NY)*
    - *Franklin Delano Roosevelt Campus (Montrose, NY)*
  - New Jersey:
    - *East Orange Campus (East Orange, NJ)*
    - *Lyons Campus (Lyons, NJ)*
  - *James J. Peters VA Medical Center (Bronx, NY)*
  - *Northport VA Medical Center (Northport, NY)*
  - 27 Community Based Outpatient Clinics (CBOCs)
  - Network Office – Bronx, NY



# VISN 3 – Sites of Care





# VISN Realignment

- On January 26, 2015, Secretary of Veterans Affairs Robert A. McDonald revealed a plan to realign the Department of Veterans Affairs (VA) many organizational maps into one map with five districts. As part of the MyVA Realignment, the Veterans Health Administration (VHA) will also realign existing Veterans Integrated Service Networks (VISN) to fit with the five Department-level districts.
- Integration of VISNs 2 and 3: In the previous VISN structure New York State was split between 2 VISNs: VISN 2 headquartered in Albany, NY and VISN 3 headquartered in the Bronx. The Workgroup recommended consolidation of VISN 2 and VISN 3 to a newly integrated VISN that will be called VISN 2 and will be headquartered in Albany, NY with a satellite VISN office in Bronx, NY. This integration started on October 1, 2015 and full completion of the realignments will take many months.



## Overview

- VISN 2 Capital Asset Manager
- Veterans Health Administration/  
Network Office (VISN 2 – Albany)
- Manages/oversees the capital assets program  
for VISN 2 (design, construction, major  
equipment, space, leases)
- Serves as VISN 2 Water Safety Liaison
- Actively involved in strategic planning



# Capital Asset Management Program

- The Capital Asset Management Program strives to provide space and facilities that are safe, modern, and in good condition for the care of our nation's Veterans.
- Condition gaps are addressed through systematic implementation of construction projects designed to address virtually all of the deficiencies identified in the Capital Assets Inventory. This includes a number of projects already approved and in progress across the VISN.



# Primary NAICS & Product Service Codes

- **NAICS:**
- 236220 - Commercial and Institutional Building Construction
- 238210 - Electrical Contractors and Other Wiring Installation Contractors
- 238220 - Plumbing, Heating, and Air-Conditioning Contractors
- 541310 - Architectural Services
- 541330 - Engineering Services
- **Product Service Codes:**
- C114 - Hospital Buildings
- C1DA - Architect and Engineering-Construction: Hospitals and Infirmaries
- C211 - Architect and Engineering-General: Landscaping, Interior Layout, and Designing
- C215 - Architect and Engineering-General: Production Engineering
- Y1DA - Construction of Hospitals and Infirmaries
- Z1DA - Maintenance of Hospitals and Infirmaries





# How Can You Help Us?

- Past Approach
  - The majority of our construction contracts are awarded to SDVOSBs or VOSBs
  - All solicitations are posted on FedBizOpps ([www.fbo.gov](http://www.fbo.gov)) website
  - Follow instructions provided in solicitation documents
- Future Approach:
  - Increasing focus on solving as many space and access gaps as possible using non-capital solutions due to tighter federal budgets
  - Continue to post all available solicitations on FedBizOpps website
  - Increased use of IDIQ and MATOC types of contracts



# Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
VA528-15-C-0101	Arc Flash Study, Canandaigua VA	\$257,880.00	Miller-Remick, LLC	09/15/2015 – 07/31/2016
VA528-15-C-0115	Pharmacy HVAC Upgrades, Syracuse VA	\$265,394.87	Welch Construction, Inc.	09/17/2015 – 02/29/2016
VA528-15-C-0077	Renovate 6B for Chronic Dialysis Unit, Albany VA	\$474,304.92	Miller-Remick, LLC	06/24/2015 – 06/30/2016
VA528-15-C-0013	Replace Fire Alarm System, B76, Bath VA	\$501,290.00	AM Build Company, LLC	10/30/2014 – 09/30/2015
VA528-15-C-0128	Renovate Core Lab Design, Buffalo VA	\$349,977.00	Bancroft Architects & Engineers	09/25/2015 – 09/25/2019
VA528-15-C-0083	Renovation – Women’s Wellness, Buffalo VA	\$455,715.72	AE Works Ltd.	07/22/2015 – 07/30/2019



# Opportunities Forecast 2016-2017

Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Renovate 3C for Histology, Pathology and Cytology, Albany VAMC	Open Market	12/31/2015	\$2,000,000 - \$4,500,000
Renovate Community Living Center, Bath VAMC	Open Market	12/31/2015	\$7,000,000 - \$8,500,000
Upgrade Secondary Electrical Switchgear, Syracuse VAMC (Design)	Open Market	3/31/2016	\$700,000 - \$850,000
Replace Fire Alarm System, Batavia VAMC (Design)	Open Market	3/31/2016	\$300,000 - \$400,000
Construct Parking Garage, Albany VAMC (Design)	Open Market	6/30/2016	\$900,000 - \$1,000,000
Replace High Pressure Water Risers, Buffalo VAMC (Design)	Open Market	6/30/2016	\$150,000 - \$200,000



# Opportunities Forecast 2016-2017

Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Dechlorination Treatment of Waste Water Treatment Plant at FDR Campus	Open Market	12/31/2015	\$1,000,000 - \$2,500,000
Expand Dialysis Unit at James J. Peters Medical Center, Bronx, NY	Open Market	3/1/2016	\$4,500,000 - \$6,500,000
Renovate Roads within Campus at Northport Medical Center in Long Island	Open Market	7/31/2016	\$4,000,000 - \$6,000,000
Replace Hot Water Heaters at East Orange Medical Center in NJ	Open Market	12/31/2015	\$500,000 - \$1,500,000
Install AC Split Units OPC Pharmacy Department, Brooklyn, NY	Open Market	12/31/2015	\$300,000 - \$1,000,000



# Capital Asset Management Program POC:

Doug Erickson

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Frank Napoli

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# How to Do Business with VA Healthcare Upstate New York – VISN 2 Network Contracting Office (NCO) 2

*Cherie Widger-Kresge  
Director of Contracting*

*Cheryl Brimmer  
Branch Chief, Services Team*



U.S. Department  
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# Who Procures?

- Network Contracting Office 2 - above the Micro Purchase Threshold
- Logistics & Prosthetics (Medical Center) - below the Micro Purchase Threshold
- Purchase Card Holders - below the Micro Purchase Threshold



# 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.



# What NCO 2 Procures for VISN 2

## Top NAICS Codes (By Small Business Spend):

- 236220 - Commercial and Institutional Building Construction
- 339113 - Surgical Appliance and Supplies Manufacturing
- 623110 – Nursing Care Facilities (Skilled)
- 339112 - Surgical and Medical Instrument Manufacturing
- 532291 - Home Health Equipment Rental
- 561320 – Temporary Help Services
- 541519 - Other Computer Related Services
- 238220 – Plumbing, Heating and Air Conditioning Contractors
- 238210 - Electrical Contractors
- 532420 - Office Machinery and Equipment Rental And Leasing
- 541330 – Engineering Services
- 541310 - Architectural Services



# How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Open Market
- Full & Open Competition after exclusion of sources (Small Business Set Asides)
- Full & Open Competition (Unrestricted - open to all contractors)





# Small Business Programs

In Order of Priority:

- 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 (HUB) Zone Set-Asides (FAR 19.13) **OR**
- Woman Owned and Economically Disadvantaged Woman Owned Small Business Set Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)



# Mandatory Contracts

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



# Where to Find Procurement Opportunities

- Federal Business Opportunities (FBO)
  - [www.fbo.gov](http://www.fbo.gov)
  - Open market requirements above \$25,000 are posted on FBO
  - Sources Sought Notices posted here
  - Vendors can register to receive email notifications of opportunities
  - Provides points of contact for procurements



# Where to Find Procurement Opportunities

- GSA eBuy
  - <https://www.ebuy.gsa.gov>
  - Requirements being ordered against FSS are posted on eBuy
  - Only FSS Schedule Holders have access
  - RFQ, RFP and Sources Sought Notices posted here
  - Provides points of contact for procurements



# Where to Find Procurement Opportunities

- NASA SEWP (IT Procurements)
  - <http://www.sewp.nasa.gov/>
- VA Forecast of Contracting Opportunities
  - <https://www.vendorportal.ecms.va.gov/eV/P/fco/FCO.aspx>
- SBA's SUB-Net (Subcontracting Opportunities)
  - [www.sba.gov/subnet](http://www.sba.gov/subnet)





# How Can You Help Us?

- Understand basic federal procurement regulations and processes
- Registration in System for Award Management (SAM) and VetBiz (if a Veteran)
- Check Fed Biz Opps (FBO) and eBuy websites frequently
- Respond to sources sought notices if interested
- Follow instructions in solicitation documents
- Sharpen your pencil – competitive pricing!



# Before Marketing to VA

- Register in SAM: <https://www.sam.gov/portal/SAM/>
- SDVOSBs and VOSBs must be verified on VetBiz: <https://www.vip.vetbiz.gov/Public/Register/Register.aspx>
- Ensure your Reps and Certs in SAM are up to date and include NAICS codes in which you hold expertise
- Do you accept credit cards/electronic funds transfers?
- Do you have a website/email address?
- Do you have a GSA/FSS contract?
- Do you have other certifications (HUB Zone, 8(a), etc.)?
- Take Advantage of Capacity Building resources: (e.g. PTAC, SBA, etc.)



# How to Market to NCO 2

- Contact VISN 2's Small Business Liaison
- Make appointments with end users (may not discuss active procurements)
- Bring copies of capabilities statement
- Bring list of previous contracts and references



# NCO 2 Point of Contact

Stephanie French

Small Business Specialist

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# Q&A

## QUESTIONS?

Thank you for your interest in working with VA  
VISN 2!