

Business Opportunities with [Name of your Office]

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VISN 23



U.S. Department
of Veterans Affairs



Overview: Your VISN 23 Presenters

- Caroline Campbell, Chief Biomedical Engineer, Eagan, MN
- Jonathan Allen, Contracting Officer, Fort Meade, SD
- Delonda Ward, Small Business Liaison, Minneapolis, MN



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.



Healthcare Technology Management

- The VISN 23 Healthcare Technology Management workgroup leads teams in the evaluation, procurement, and implementation of medical equipment with the goal of standardizing that equipment across the VISN. Once implemented, the V23 workgroup often leads effort to procure a consolidated service contract.
- It is challenging to work with such a large group and meet everyone's needs. We typically need strong support from our vendors to keep all on the same page.
- Primary NAICS codes:
 - 334 Computer and Electronic Products
 - 335 Electrical Equipment, Appliance, and Component Manufacturing
 - 811 Repair and Maintenance



How Can You Help Us?

- **Past Approach**

- Partner with large manufacturers for most sophisticated medical equipment (business partners or distributors)
- Write interfaces between medical devices or a niche product
- Supply computer hardware for medical systems

- **Future Approach:**

- Same



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
Service contract	Support for archival equipment	\$61,742 annually	Component Sourcing Group	10/01/2015-09/30/2016
Procurement	Computer workstations	\$5,725	Alphasix Corp	09/28/2015-12/31/2015
Prcurement	Orthopedic templating software	\$170,200	Orthoview	08/07/2015-11/07/2020



Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Clinical Information Management System	Dialysis-must interface to Fresenius machines	Open market	03/01/2016	\$610,000
Computer hardware	Related to various projects	SEWP	01/01/2016	\$1,700,000
PACS system	Replacement for endoscopy	Open Market	3/1/2016	\$1,000,000
Surgical workflow system	Tracking of patients through OR	Open Mark	02/01/2016	\$5,118,477



Q&A

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Questions?