

2015 National Veterans Small Business Engagement

Difference between FSS/MSPV/BPAs

Presented by the Department of Veterans Affairs,

Strategic Acquisition Center, Office of Acquisition Operations

10300 Spotsylvania Avenue Suite 400
Fredericksburg, VA 22408



U.S. Department
of Veterans Affairs



Introduction



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Services and Products We have Procured

Medical Surgical Prime Vendor (MSPV) Prime

Mandatory Usage Policy throughout VA

What is the NG-MSPV Program?

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✓ **Difference between FSS/MSPV/BPAs**

MSPV Catalog Solicitation Process

NG-MSPV Catalog Solicitation Process

Projected Solicitation Release Schedule

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Proposed NG-MSPV Product List

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The Strategic Acquisition Center Overview



The Strategic Acquisition Center Overview

- The Strategic Acquisition Center (SAC) located in Fredericksburg, Virginia, provides dedicated acquisition expertise and life cycle management support of non-IT enterprise-wide solutions for VA's highly complex requirements.
- The SAC achieves efficiencies and savings through enabling best practices and leveraging acquisition resources and expertise. Department of Veterans Affairs organizations strive to be the leaders among health organizations in providing secure, high-quality and responsive service by leveraging state-of-the-art technologies.
- The SAC develops contracts that support strategic sourcing initiatives, cost-saving business cases based on ideas from the field, best practices from industry and performance-based strategies. SAC contracts include BPAs (blanket purchase agreements), enterprise IDIQs (indefinite delivery, indefinite quantity) or unique, risk-based contracts.



Difference between FSS/MSPV/BPAs



Difference between FSS/MSPV/BPAs

- The VA Federal Supply Schedule (FSS) program supports the healthcare acquisition requirements of the VA and other federal government agencies (OGA). The VA is delegated authority by GSA (see FAR [8.402\(a\)](#)) for multiple award contracts for medical equipment, supply, pharmaceutical, and service Schedule programs.
- Federal agencies, including those in remote and overseas locations, can use the VA Schedules program to simplify the acquisition and procurement process while also effecting shorter lead times, affording lower administrative costs, and promoting reduced inventories.



Difference between FSS/MSPV/BPAs

- The Importance of the VA Federal Supply Schedule
 - A large majority of the Medical Supply Commodities at the SAC are being competed against the VA FSS
 - Standardization Requirements
 - MSPV Catalog Requirements
 - Why your products need to be on the VA FSS
 - www.fss.va.gov
 - Your product has to be on the schedule to receive an award
 - At least 6 months to establish a new contract on the VA FSS
 - At least 60 days to process a modification to the VA FSS



Difference between FSS/MSPV/BPAs- Continue

- Medical Surgical Prime Vendor (MSPV) (also known as prime vendors or contractors). Each MSPV is a business concern that functions as a just-in-time distribution for a broad range of medical and surgical supplies as identified by VA.
- Each MSPV is responsible for distribution of supplies contracted by VA with a multitude of other contractors via a variety of VA contract vehicles to include BPAs, BOAs and National Contracts. The inventory of supplies to maintained by the MSPV vendors will include but not be limited to medical, surgical, dental and select prosthetic and laboratory supplies.



Objectives for the NG-MSPV

- Multiple Prime Vendor Contracts will be awarded by a projected award date of December 2015
 - Projected PoP: April 20, 2016 – April 19, 2021 (20 month Base with two 20 month options)
 - 20 Geographic Areas
 - MSPVs shall no longer charge suppliers distribution fees
 - Standardization of select product lines
 - Prime Vendors shall not substitute any catalog item without written permission from the NG-MSPV Contracting Officer.
 - Maximum use of Ordering Officers



Objectives for the MSPV- Continued

- Product Catalog is currently being built; all products available through MSPV must be in the product Catalog
- All products will be competed
- The Catalog will consist of more than 6,000 line items
- Participation in MSPV is not optional under the New MSPV Contract



Transition from NAC Catalog to SAC Next Generation Catalog

- NAC's preexisting BPAs will rollover to NG-MSPV provided Appendix C is completed in its entirety for each awarded line item and submitted to the SAC Contracting Officer.
- Documents will be modified as needed to ensure all required NG-MSPV distribution terms and conditions are incorporated into every contract vehicle being migrated over to the NG-MSPV Next catalog.



Difference between FSS/MSPV/BPAs- Continue

- In accordance with Federal Acquisition Regulation (FAR) 8.405-3, ordering activities may establish Blanket Purchase Agreements (BPAs) under any GSA Schedule contract.
- GSA Schedules simplify the filling of recurring needs for supplies and services, while leveraging ordering activities' buying power by taking advantage of quantity discounts, saving administrative time, and reducing paperwork.



Objectives for the BPAs

- FSS BPAs Vs Open Market BPAs
- Market Research
 - Request For Information (RFIs)
 - Set Asides
 - Non Manufacturer Waiver
 - Manufacturers Vs Distributors



Appendix C Overview



Appendix C Overview

- Electronic Data Interchange (EDI) (defined in Section 16.2 of the NG MSPV SOW).
- The MSPV will have EDI interface capabilities to process EDI orders and acknowledge orders in accordance with ANSI ASC X.12M Supply Chain Standard Transaction sets.
- The EDI shall consist of individual product records created/maintained in standard format data elements and fields to be provided by the Contracting Officer from the Contractor.



Appendix C Overview

- These standard format data elements and fields are described in Appendix C.
- The Appendix C is a list of 55 standard data elements required to included Candidate items into the MSPV Catalog.
- Each solicitation that will be a candidate of NG-MSPV shall have an Appendix C attached to it when it is posted.
- Each Award that has been approved under the previous MSPV Contract shall have a completed Appendix C for each awarded line item in order to be enrolled in the NG-MSPV.

Appendix C Overview- Continued

MSPV NG Catalog APPENDIX C

STANDARD ELEMENTS AND FIELDS

At a minimum the following data elements shall be included in product records that are provided to the VA via electronic or other data communications as a part of the database of products available to the VA for purchase within the scope of the contract.

FACT/CONTRACTOR INFORMATION

Contract Number: Supplier/Vendor:

Supplier/Contractor Socio-Economic Status:

- Small Business
- Other Than Small Business
- Small Disadvantaged Business (SDV)
- Woman Owned Small Business/Economically Disadvantaged Woman Owned Small Business (WOSS/EDWOSS)
- Service Disabled Veteran Owned Small Business (SDVOSS) Service Disabled Veteran Owned Small Business (SDVOSS)
- Veteran Owned Small Business (VOSB) Veteran Owned Small Business (VOSB)
- Historically Underused Business Zone (HUBzone)
- 8(A) Program

Supplier/Contractor DUNS: Global Location Number (if assigned): MDC (if assigned):

Health Industry Business Communications Council number: UNIMS# (if assigned):

ICCBBA number (if assigned):

* One of the fields in HUBCC, ICCBBA or UNIMS. GSN, MDC, GTIN.

Contractor Related

PRODUCT(S) Contract Number:

CEK Name: CEK Country of Origin: CEK DUNS:

CEK CAGE Code: CEK Part Number: Part Number:

PSC: NSN: Part Name: Item Type:

Description: Expanded Description:

DOI	Items per DOI	Unit Price	DoS	Items per DoS
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

ARO	SON	Price	Sale Price	Sale Start Date	Sale End Date
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Latex Free: Yes No NSDS: Yes No Green Product: Yes No Controlled Substance: Yes No FSS: Yes No

SAIQAT: Yes No VA MSPV: Yes No GPC Accepted: Yes No Special Handling Requirement: Yes No INAC:

Model Number (if assigned): Serial Number (if assigned): Lot Number (if assigned): Expiration Date:

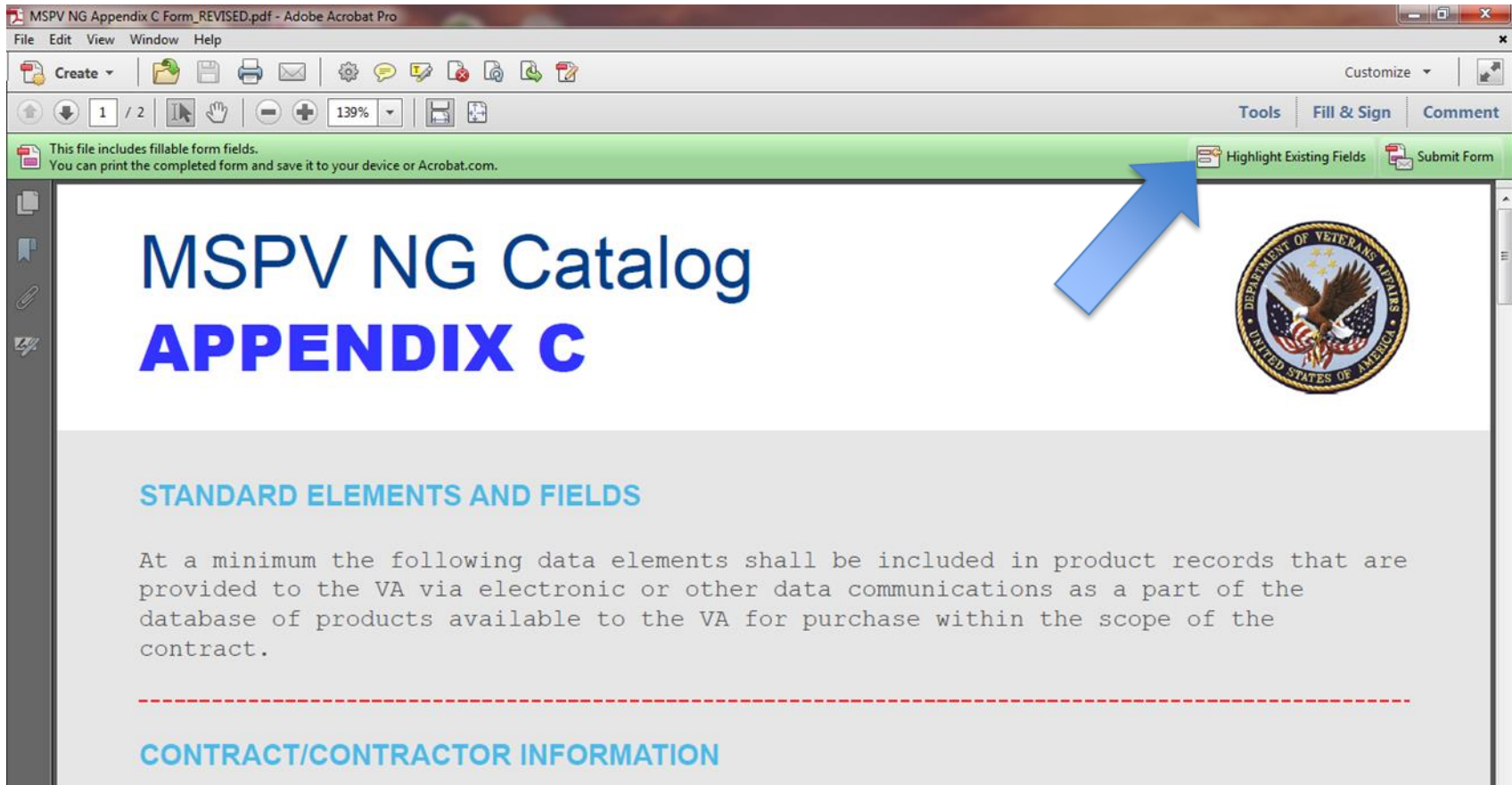
Product Image and Product Image Man

UPC: UNSPSC:

Product Related



Appendix C Overview- Continued



Please complete each field in its entirety as applicable. To identify fields that are required please click highlight existing fields.



Appendix C Overview- Continued

STANDARD ELEMENTS AND FIELDS

At a minimum the following data elements shall be included in product records that are provided to the VA via electronic or other data communications as a part of the database of products available to the VA for purchase within the scope of the contract.

CONTRACT/CONTRACTOR INFORMATION

Contract Number:

Supplier/Vendor:

Supplier/Contractor Socio-Economic Status:

- Small Business
- Other Than Small Business
- Small Disadvantaged Business (SDB)
- Woman Owned Small Business/Economically Disadvantaged Woman Owned Small Business (WOSB/EDWOSB)
- Service Disabled Veteran Owned Small Business (SDVOSB)/Service Disabled Veteran Owned Small Business (SDVOSB)
- Veteran Owned Small Business (VOSB)/Veteran Owned Small Business (VOSB)
- Historically Underused Business Zone (HUBzone)
- 8(A) Program

Supplier/Contractor DUNS: Global Location Number (if assigned): NDC (if assigned):

GTIN: Health Industry Business Communications Council Number: UNSPSC (if assigned):

ICBMA Number (if assigned):

* One of the fields in blue will need to be completed. Therefore GSN, NDC, GTIN, HIBC, ICBMA or UNSPSC.

PRODUCT(S)

Contract Number:

OSM Name: OSM Country of Origin: OSM DUNS:

OSM UNSC Code: OSM Part Number: Part Number:

NSC: NSM: Part Name: Item Type:

Description: Expanded Description:

USI	Items per USI	Unit Price	Unit	Items per Unit
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>



The fields highlighted in red are required fields. However, to ensure you are filling out applicable fields please review the form and its text help notes.



Appendix C Overview- Continued

Point of Contact

Ms. Damoris Nibbs

&

Ms. Sonja Johnson

Email address: vacoVASCmospvCatlg@va.gov



Questions & Feedback from Industry

Further questions?

Email - vacoVASCmospvCatlg@va.gov