

Business Opportunities with VA Healthcare Upstate New York – VISN 2 Logistics

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VISN Chief Logistics Officer



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 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

- Chief Logistics Officer
- VISN Logistics
- Responsibilities
 - Management of Supply Chain
 - Equipment Acquisition
 - Oversight and mentorship of Facility Logistics



VISN 2 Supply Chain Management

- Ensure the effective management of the supply chain for Upstate New York VA Medical Centers and CBOCs during a period of change and tightening budgets.



Primary NAICS & Product Service Codes

- **NAICS:**
- 339112 - Surgical and Medical Instrument Manufacturing
- 339113 - Surgical Appliance and Supplies Manufacturing
- 337214 - Office Furniture (except Wood) Manufacturing
- 334516 – Analytical Laboratory Instrument Manufacturing
- 532420 - Office Machinery and Equipment Rental and Leasing
- 325120 - Industrial Gas Manufacturing
- **Product Service Codes:**
- 6515 - Medical and Surgical Instruments, Equipment, and Supplies
- 6530 – Hospital Furniture
- 6810 – Chemicals
- 7110 - Office Furniture
- 3655 – Gas Generating and Dispensing Systems
- W074 - Lease or Rental of Equipment- Office Machines, Text Processing Systems, and Visible Record Equipment



How Can You Help Us?

- **Past Approach**

- Purchasing based on individual Facility needs

- **Future Approach:**

- Standardization of Supplies & Equipment
- Emphasize Cost Savings Opportunities



Current/Past Awards

Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
VA528-15-D-0091	Medical Gas Tank Rental and Refill	\$124,706.88	Progressive Industries, Inc.	8/1/2015 – 7/31/2020
GS-07F-0084T/ VA528-15-F-0351	Lab Incubator and Agitator	\$8,415.68	Helmer, Inc.	12/30/2014 – 01/31/2015
VA528-BP-0292	VISN 2 Copier Lease	\$5,000,000	Microtechnologies, LLC	11/23/2010– 11/23/2015
VA528-15-P-0355	Generator Fuel	\$12,320.00	G.A. Bove & Sons, Inc.	6/26/2015 – 7/17/2015
VA528-15-P-1811	Patient Lifts & Installation	\$230,287.39	Joerns, LLC	9/11/2015 – 06/30/2016
VA528-15-P-1023	Neoprobe GDS Control Unit	\$49,574.00	Devicor Medical Products, Inc.	8/24/2015 – 9/30/2015



Opportunities Forecast 2016-2017

Description	Anticipated date needed	Range of Value \$
Medical Use Refrigerators	January 2016	\$25,000 – \$100,000
Commercial Kitchen Equipment	January 2016	\$100,000 - \$250,000
Radiology Equipment	January 2016	\$250,000 - \$1,000,000
Fire Fighting and Rescue Equipment	January 2016	\$50,000 - \$100,000



VISN 2 Logistics Point of Contact

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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*

*Allan Preston
Branch Chief, Supply Team*



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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
 - 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



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

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Small Business Specialist

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Q&A

QUESTIONS?

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