

# Business Opportunities with VA NY/NJ Veterans Healthcare Network – VISN 3 Network Logistics

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U.S. Department  
of Veterans Affairs



# VISN 3 Overview

- 5 Medical Centers:
  - New York Harbor Healthcare System
    - *Brooklyn Campus (Brooklyn, NY)*
    - *Manhattan Campus (New York, NY)*
    - *St. Albans Campus (Queens, NY)*
  - Hudson Valley Healthcare System
    - *Castle Point Campus (Castle Point, NY)*
    - *FDR Campus (Montrose, NY)*
  - New Jersey Healthcare System
    - *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)
- 14 Vet Centers
- Network Office – Bronx, NY



# 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 3 Chief Logistics Officer
- VISN 3 NY/NJ Network Logistics
- Responsibilities include: Network Commodity Standardization Program, Medical/Surgical Prime Vendor Program, oversight and guidance on Supply Chain Management operations to include the inventory maintenance of expendable and nonexpendable items



## VISN 3 Network Logistics

- Mission Statement - Excellence in Logistics and Supply Chain Management in order to insure quality healthcare to our Veterans.
- Key Objectives – To deliver the right product at the right time, to the right place, at the best price



# 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
- **Federal Supply Code:**
- 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**

- Provision of Medical Supplies and Equipment
- Intermittent Wall to Wall Inventory Support

- **Future Approach:**

- Provision of Medical Supplies & Equipment
- Contract to provide surgical instruments
- Service to maintain printers and toner





# Current/Past Awards

Name of Contract	Description	Incumbent	Expiration Start/Finished
Custom packs	Custom Surgical Packs	Geo-Med – (SDVOSB)	2014/2019
Pathology & Lab	Chemistry Quality Control Materials	Govt. Scientific Source – (VOSB)	2015/2020
Med/Surg	Sanitizing Wipes	Essential Care Supplies – (SB)	2015/2020





# Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Specialty Mattresses	Overlay mattresses	BPA	2016	TBD
EKG Leads	Disposable EKG Leads	BPA	2016	\$5-\$7M
Catheters	Foley Catheters	BPA	2016	\$50-100K
Needleless Port Protectors	Needleless Port Protectors	BPA	2016	100K-300K
Gowns	Isolation Gowns	BPA	2016	TBD



# VISN 3 Logistics Point of Contact

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VISN 3 Chief Logistics Officer

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<http://www.nynj.va.gov>

# How to Do Business with VA NY/NJ Veterans Healthcare Network – VISN 3 Network Contracting Office (NCO) 3

*Ron Pellegrino*  
*Branch Chief, Supply Team*

*Christopher Ward*  
*Branch Chief, Prosthetics Team*

*Stephanie French*  
*Small Business Specialist*



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# Who Procures?

- Network Contracting Office 3 - 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 3 Procures for VISN 3

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

- 236220 – Commercial and Institutional Building Construction
- 561210 – Facilities Support Services
- 624310 – Vocational Rehabilitation Services
- 339113 – Surgical Appliance and Supplies Manufacturing
- 621111 – Offices of Physicians
- 561320 – Temporary Help Services
- 541310 – Architectural Services
- 315999 – Other Apparel Accessories and Manufacturing
- 485320 – Limousine Service
- 485991 – Special Needs Transportation
- 541519 – Other Computer Related 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 vendors)





# 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 3

- Contact VISN 3's Small Business Specialist
- Make appointments with end users (may not discuss active procurements)
- Bring copies of capabilities statement
- Bring list of previous contracts and references



# NCO 3 Point of Contact

Stephanie French

Small Business Specialist

315-425-4854

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# Q&A

## QUESTIONS?

Thank you for your interest in working with VA  
VISN 3!