

Business Opportunities with Network Contracting Office 21

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Branch Chief Prosthetics



U.S. Department
of Veterans Affairs



Overview

- Branch Chief

- NCO 21

- Palo Alto, Northern California, San Francisco, Reno, Hawaii, Fresno (Activations: Palo Alto HCS)

- Primarily Responsible for:

- All Prosthetics actions over \$3500
 - Ramps
 - Lifts
 - Artificial Limbs
 - Implants
 - Wheelchairs
 - Supply items related to activation of new buildings
 - Furniture, medical equipment, beds, housekeeping carts, trash cans, etc.



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.



NCO 21

- Serve our Veterans by providing them quality prosthetic devices and working to ensure new treatment areas are available for patient care
- Primary objectives-
 - Procure products for Veterans that
 - help improve their quality of life,
 - allows for greater functional flexibility on a daily basis,
 - have been determined to be a medical necessity
 - Outfit new buildings at the medical center with
 - Medical equipment
 - Furniture
 - Fixtures (signage, lighting, mirrors, etc)
- SB spend in FY15 was \$35,991,525
- Primary (PSC) is 6515
- Primary NAICS codes used are 339112/339113



How Can You Help Us?

- Register at SAM.gov
- Authorized distributor agreements with manufacturers
- Provide documentation
- Read solicitation
- Provide signed amendments
- OB10 for payment
- Understand set-asides
- FBO vs eBUY
- Items on schedule vs open market



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
VA261-15-F-3213	Demountable walls	\$1,092,340.97	Dirtt Environmental Solutions	9/20/2016
VA261-15-P-3121	Casework	\$1,449,359	Pivot	6/30/2016
VA261-14-P-3136	signage	\$175,348	Neiman & Co	12/30/2015
VA261-15-F-1597	Treatment Tables	\$6,379	4MD Medical	9/30/2015
VA261-15-P-3137	Furniture	\$11,033	Office Design Group	9/15/2016



Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Supply	Countertop Conveyor Oven	GSA	3 rd qtr	\$5,000- 75,000
Supply	Storage Cabinets	GSA	3 rd qtr	\$5,000- 75,000
Supply	Exterior Benches & Trash Cans	Open Market	2 nd qtr	\$5,000- \$75,000
Supply	Interior Signage	GSA	3 rd qtr	\$25,000- 150,000
Supply	Wheelchairs	GSA	2 nd qtr	\$3,500- 75,000
Supply	Various Audio Equipment	Open Market	2 nd qtr	\$25,000- 150,000



Q&A

- Email: Nicholas.Kluch@va.gov
- SBA: www.sba.gov
- VetBiz.gov: www.VetBiz.gov
- Office of Small & Disadvantaged Business Utilization:
www.va.gov/OSDBU/

Questions?