

How to Do Business with Network Contracting Office 15 Medical Services

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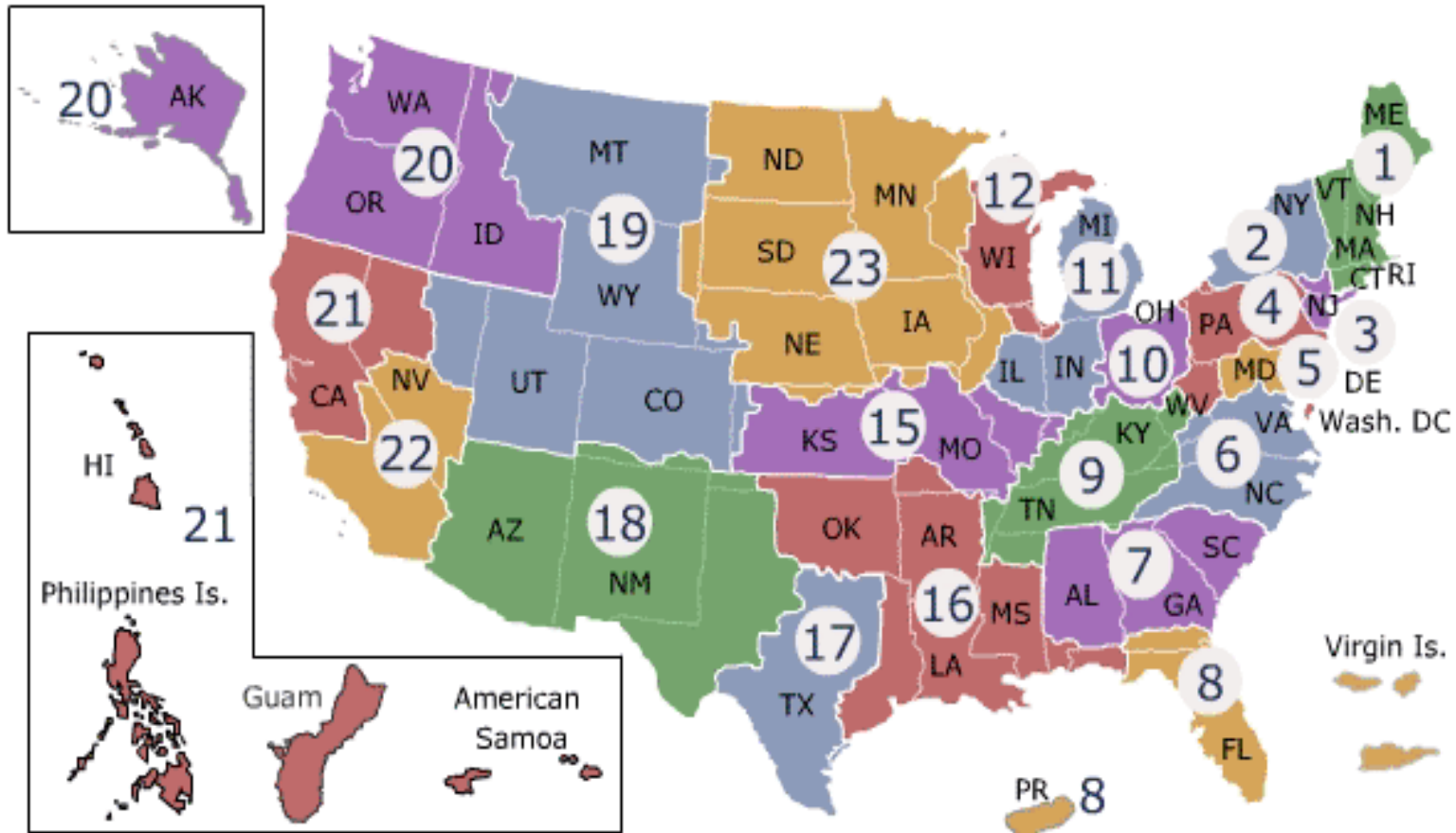


Overview of my role

- Supervisory Contract Specialist
- Medical Services-Network Contracting Office 15
- Supervise all medical services staff in the acquisition of medical providers for Kansas, Missouri, parts of Illinois, Indiana, Kentucky and Arkansas for eight hospitals and associated CBOC's.



Administration Regions





Who are the NCO 15 Teams?

- Construction Team Construction & Architectural Engineering (AE) Services
- General Services Team Services contracts except for construction & AE
- Medical Services Team Professional Medical Services (Physicians, Nurses, Technicians)
- Supply Team Equipment & Supplies, Bread & Milk, Software Licenses, Furniture
- Specialty Team Unique contracting (Real Estate Leases, Selling Agreements, Utilities, Prosthetics)
- Purchase Card Program Streamlined approach to purchasing supplies/services under micro-purchase threshold (currently \$3K)
- Consolidated Mail High volume mail delivery of medications
Outpatient Pharmacy
(CMOP)



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.



MEDICAL SERVICES ACQUISITIONS

- To provide medical staffing in the absence of adequate VA staff or when hiring of VA staff is not feasible
- Challenges include having adequate numbers of providers available in a timely manner



Small Business Programs

- 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 (HUBZone) Set-Asides (FAR 19.13) OR
- Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)



Who Determines Need?

- Requiring Service (Facility, Hospital, etc.)
- Chief Logistics Officer
- Program Managers
- COR's



What does NCO 15 buy?

- **Pharmaceuticals, medical, and surgical supplies**
- **Professional Medical Services**
- **Equipment, supplies, and materials for facility operations**
- **Maintenance/repair of medical and scientific equipment**
- **Cleaning, housekeeping, janitorial**
- **Building construction, A&E services, maintenance/repair**
- **Prosthetic and orthopedic aids**
- **Real Property Leases**
- **Laboratory Equipment**
- **Nursing Home Services**
- **Medical gases**
- **The list goes on....**



What does the Medical Services Team Buy

- Doctors
- Nurses
- Technicians
- Off-site specialty services
- Nursing Home Care
- Homeless Services



NAICS/PCS CODES FOR NCO 15

- Top NAICS Codes:
 - 325412: Pharmaceutical Preparation Manufacturing
 - 236220: Commercial and Institutional Building Construction
 - 339113: Surgical Appliance and Supplies Manufacturing

- Top PSC Codes:
 - 6505: Drugs and Biologicals
 - Z2DA: Repair or Alteration of Hospitals and infirmaries
 - 6515: Medical and Surgical Instruments, Equipment and Supplies



What Does Medical Services Procure?

- 621111-Offices of Physicians
- 561320-Temporary Help Services
- 623110-Nursing Home Care



How Does the VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Full & Open Competition after exclusion of sources (Small Business Programs)
- Full & Open Competition (Open to all vendors)
- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- Medical-Surgical Prime Vendor Contracts
- Pharmaceutical Prime Vendor
- NASA Solutions for Enterprise Wide Procurement (SEWP)
- VETS Government Wide Acquisition Contract (GWAC)



How Does Medical Services Buy?

- Required Sources of Supply (FAR Part 8)-non mandatory for medical services
- Contract Vehicles – BPA's, TO's against FSS contracts
- Full & Open Competition after exclusion of sources-small business set asides
- Full & Open Competition (Open to all vendors)
- Sole Source with Affiliates



Mandatory Contracts for Medical Services

- Affiliates for Resident Supervision
- Federal Supply Schedule – not mandatory for medical services
- PC3 for off-site specialty care
- Veterans Choice



How Can You Help Us?

Know the basics:

- Federal Acquisition Regulation (FAR)
- Veterans Affairs Acquisition Regulation (VAAR)
- System for Award Management (SAM)
- FedBizOpps (FBO)
- Procurement Technical Assistance Center (PTAC)
- Small Business Administration (SBA)
- Service Contract Act



Before Marketing to Network Contracting Office 15

Understand your customer's needs:

- Be competitive
- Do correct marketing and market research
- Build relationships
- Product, Process, Persistence, Performance
- Be the Best in your field
- Know your product and share your knowledge
- References and Reputation
- Teaming arrangements



Before Replying to Medical Services Solicitation

- Read the solicitation especially evaluation factors and instructions to offerors
- Gather all appropriate documentation – licenses, certifications, insurance
- Do not copy and paste out of solicitation straight into response
- Do not use response from another unrelated solicitation
- Proofread your submission



Upcoming Opportunities

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Topeka & Leavenworth, KS	ER Physicians	FSS	Within the next 12 months	
Poplar Bluff, MO	Medical Officer of the Day	FSS	Within the next 12 months	
Topeka & Leavenworth, KS	Dialysis	Open Market, IDIQ	Within the next 12 months	<\$1M
Kansas City	Neurosurgical Monitoring	FSS?	Within the next 12 months	
Kansas City	Pharmacy Management	Open Market, IDIQ?	Within the next 12 months	



Where to Submit?

- Federal Business Opportunities Page
- GSA eBuy System



How to Market to Network Contracting Office 15

- Contact – Bill Strobel
- Small Business Liaison
- William.Strobel@va.gov
- 913-946-1147



Q&A

- Jenny Rathjen
- Jenny.rathjen@va.gov
- 913-946-1122

Questions?