

How to Prepare An Offer For a VHA MATOC Contract

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Presentation Outline

- Presenter Background
- Current VA MATOC Overview
- How MATOC Solicitations Are Different
- Why the Differences Matter
- Look at Current MATOC Solicitation
- What to Expect During the Process
- Tips From Successful SDVOSBs
- Questions



Presenter Background

- Residential and light commercial contractor
- US Army SOCOM (Airborne)
- Bachelors Economics, Masters Management
- Building products/tech/small business owner

2009

- Certified Federal Contract Manager (CFCM)
- FAC-C Level III, Level III Warrant
- Top VA small business contracting officer
- Branch Chief, Construction and A-E team



Current VA MATOC Overview

- App. \$16 billion last three years
- 373 contracts
- Average Potential Value App. \$43 Million

Source: Federal Procurement Data System, 10/29/2015



How MATOC Solicitations Are Different

Typical RFP

- Faster, easier
- Single award
- Sometimes options
- One contract
- Firm fixed price
- One-time
- Short term
- FAR 12, 13, 14, 15

MATOC RFP

- Slower, harder
- Multiple awards
- Always options
- Task orders
- Minimum guarantee
- Ongoing competition
- Long term
- Add FAR 16



Why The Differences Matter

- You are a small business
- Focus is critical
- Time is limited
- Your life is precious
- ROI matters
- “Other” equally important



Look at Current MATOC Solicitation

| Class Code | Description | Approximate Dollar Range | Procurement Vehicle | Procurement Method | Socio-Economic Category | Forecast Year | Forecast Quarter |
|------------|--|--------------------------|---|--------------------|--------------------------------------|---------------|------------------|
| Z | 695-15-1-6997-0001 Multiple Award Task Order Contract (MATOC) - \$50 Million | Greater than \$5,000,000 | Indefinite Delivery Indefinite Quantity Open Market | Total Set-Aside | Service Disabled Veteran Owned SB | 2016 | Q1 |

https://www.fbo.gov/?s=opportunity&mode=form&tab=core&id=7759334946755c6cb7db3862c0713bfe&_cview=0



What To Expect During the Process

- Everything moves more slowly
- Solicitation documents are more complex
- Review processes take longer
- Proposal costs are higher



Top Tips from Winning SDVOSBs

- Be honest with yourself
- Give yourself plenty of time
- Analyze RFP very carefully
- Ask questions to ensure understanding
- Gather all required information
- Stay organized, use checklist(s)
- Submit thorough, detailed proposal(s)



Questions

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