

# How to Do Business with Network Contracting Office 9

*Susan F. Nagel*  
*Deputy Director of Contracting*  
*NCO 9, Murfreesboro TN*



U.S. Department  
of Veterans Affairs



## Overview

- Network Contracting Office (NCO) 9
- Supports Veteran Affairs Medical Centers (VAMC) VISN 9 - Covering states of Kentucky and Tennessee
- Construction and A/E projects, general services, leasing, healthcare/ medical services, supplies and prosthetic devices for actions over \$3,500 (Construction \$2,000 and Services \$2,500)



# 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.



## Network Contracting Office (NCO) 9

- Provide Acquisition Support to the VISN 9 VAMCs
- Ensure the hospitals have the services and supplies that is required by the facility to support the medical needs of the veteran. Greatest challenge is ensuring Clinician get what they need to serve the veteran and still being in compliance with regulatory and statutory requirements i.e. competition and socio-economic goals

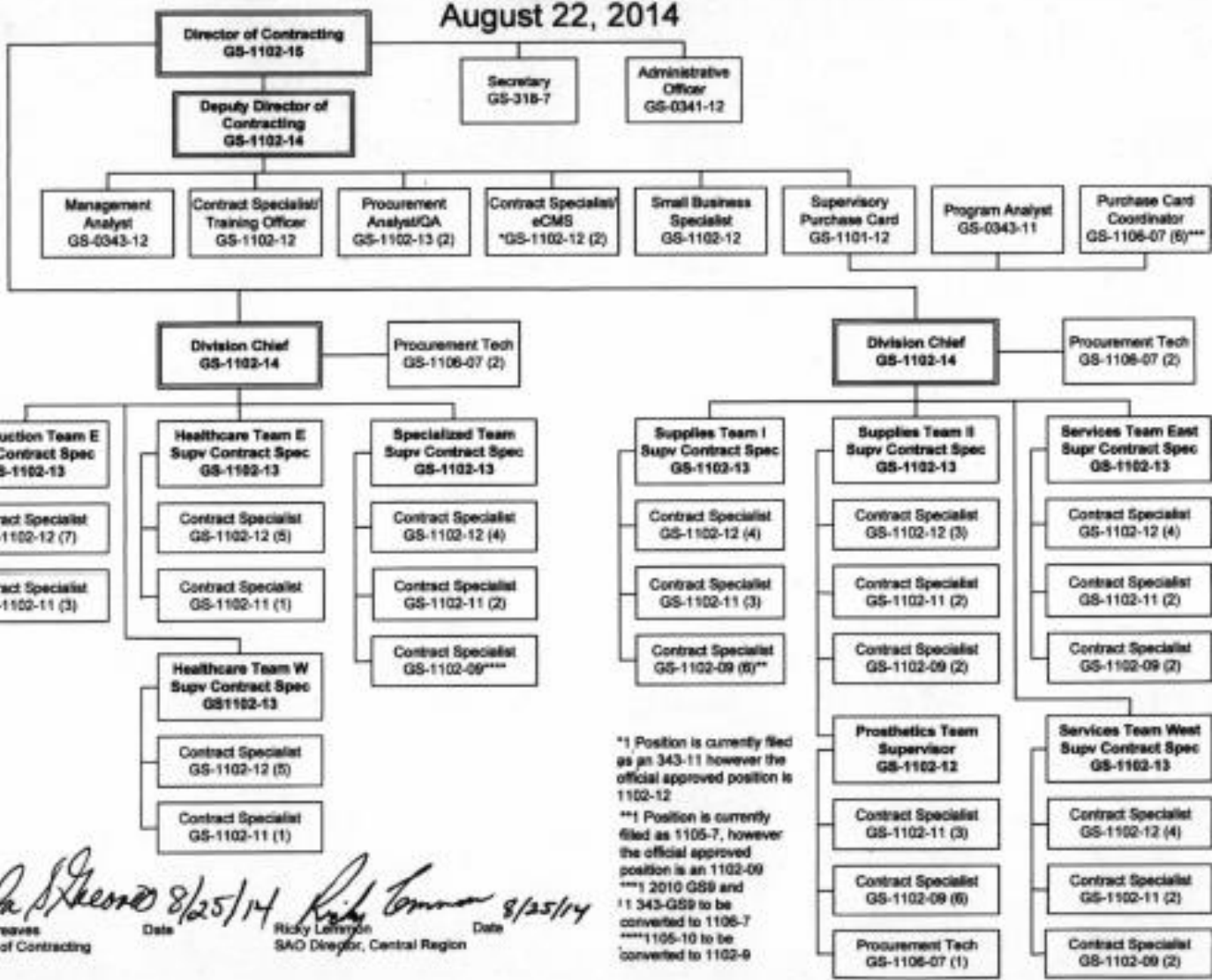


# Network Contracting Office 9, Murfreesboro, TN

## August 22, 2014

GS-1102-15 - 1  
 GS-1102-14 - 3  
 GS-1102-13 - 10  
 GS-1102-12 - 41  
 GS-0343-12 - 1  
 GS-0341-12 - 1  
 GS-1101-12 - 1  
 GS-0343-11 - 1  
 GS-1102-11 - 18  
 GS-1102-09 - 18  
 GS-1106-07 - 11  
 GS-318-07 - 1

TOTAL FTEE 109



\*1 Position is currently filed as an 343-11 however the official approved position is 1102-12  
 \*\*1 Position is currently filed as 1105-7, however the official approved position is an 1102-09  
 \*\*\*1 2010 GS9 and 11 343-G99 to be converted to 1106-7  
 \*\*\*\*1105-10 to be converted to 1102-9

*Linda Greaves* 8/25/14 *Ricky Lettmon* 8/25/14  
 Linda Greaves Date Ricky Lettmon Date  
 Director of Contracting SAO Director, Central Region





## Who Procures?

- Only Warranted Contracting Officers(CO) have the authority to obligate the Government.
- Most COs are located in Murfreesboro, TN. Some Prosthetics and Construction COs are located at the VAMCs –  
Memphis/Louisville/Lexington/Mt Home
- VHA is working at a regional level to institute Ordering officers



## How Can You Help Us?

- Past Approach

- Construction Multiple Award Task Order Contracts (MATOC) - Awarded at each VISN 9 facility
- SDVOSB Set-Aside- Base + 4 options
- Awarded in 2013 estimated \$40M - \$80M per VAMC, 4-8 contracts per location

- Future Approach:

- VISN Wide A/E Contracts estimate to be awarded in June 2016



## What NCO 9 Procures?

- **Top NAICS Codes**

- 325412 – Pharmaceuticals
- 236220 – Commercial /Institutional Bldg. Construction
- 623110 – Nursing Care Facilities
- 339113/2 – Surgical appliance/Supplies/instruments
- 621111 – Offices of Physicians





# 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)



## How Does 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)



# Mandatory Contracts

- Federal Supply Schedule
- 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)



## Where to Submit?

- Federal Business Opportunities Page
- GSA eBuy System
- NASA SEWP



## Before Marketing to NCO 9

- Registration
- Experience
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Readiness and Process
- Knowledge of Customer
- Verified
- Start Small
- Be present



## How to Market to NCO 9

- Contact Barbara J. Cox,
  - Small Business Liaison,  
<mailto:barbara.cox2@va.gov>

National PTAC website:

<http://www.aptac-us.org/>

National SBDC website:

<http://americassbdc.org/>





## Q&A

- Your NCO 9 Point of Contact:

Barbara Cox, 615-225-5976,  
barbara.cox2@va.gov

- Valuable Web sites can be found:

<http://www.visn9.va.gov/services/doingbusiness.asp>

# Questions?