

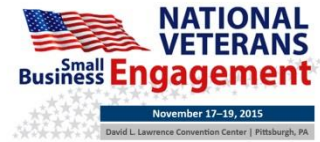


Business Opportunities with *VA Mid-Atlantic Healthcare System VISN 6*

James Kelly
Acting VISN 6 Chief Logistics Officer
Salem, VA



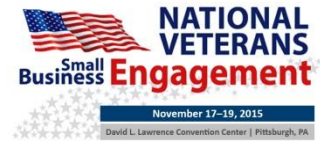
Overview



Primary responsibilities – Logistics overview of supply chain operations within the VISN 6 Network to include managing discretionary and capitalized equipment needs; developing standardized procurements for economical savings; contract administration for various healthcare resource contracts, BPAs for consumables, lifecycle management of VA assets, etc.



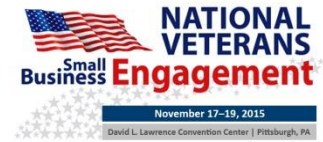
Acquisitions and Contractual Authority



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.



VISN 6 Mid-Atlantic Healthcare Network



- **VISN 6 Care Locations:**
 - **North Carolina** – Asheville, Fayetteville, Durham, Salisbury
 - **Virginia** – Hampton, Richmond, Salem
 - **West Virginia** – Beckley
- **VISN 6 Square Miles: 88,214**
- **State VSO's: 66**
- **VBA Regional Offices: 3**
- **VA Cemeteries: 21 (NC-4, VA-15, WV-2)**
- **State Veterans Cemeteries: 6 (NC-3,VA-3)**

Small Business Liaison

- Marvin Center, VISN 6 Small Business Liaison
Marvin.center@va.gov
- Assist small businesses in marketing to VA and other federal agencies
- Key Objective is to match capable and qualified firms with VISN 6 requirements

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Asheville	FibroScan 502	\$ 176,961
Asheville	Steris Washer/Disinfector	\$ 165,200
Asheville	High Speed Packager	\$ 274,389
Asheville	OR Maquet Tables	\$ 150,192
Asheville	Olympus Bronchoscope Tower w/ Two Scopes	\$ 432,485
Asheville	Service Support Agreement for Document Storage System	\$ 214,465
Asheville	SLS for Anesthesia Workstation Cabinets	\$ 71,117
Asheville	ScriptPro Upgrade	\$ 62,967
Asheville	Omniceil server upgrade and interface	\$ 27,122
	Total	\$ 1,574,898

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Beckley	HD Cystoscopy	\$ 102,840

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Durham	Upgrade Laboratory POC Instrument Data Management System	\$ 182,445
Durham	Service Support Agreement for Clinical Information Systems	\$ 482,892
Durham	Service Support Agreement for Mammo Reporting System	\$ 24,330
Durham	Service Support Agreement for Patient Identification System	\$ 45,465
Durham	Service Support Agreement for Powerscribe 360	\$ 127,026
Durham	Balloon Pumps	\$ 354,201
Durham	Scope Tower	\$ 187,886
Durham	Eye Clinic Expansion	\$ 154,130
Durham	SLS for Anesthesia Workstation Cabinets	\$ 89,370
Durham	ScriptPro Upgrade	\$ 130,490
Greenville	FibroScan 502	\$ 176,961
	Total	\$ 1,955,195

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Fayetteville	FibroScan 502	\$ 176,961
Wilmington	FibroScan 502	\$ 176,961
	Total	\$ 353,922

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Hampton	FibroScan 502	\$ 176,961
Hampton	Pharmacy Infrastructure	
	High Speed Packager	\$ 274,417
	Carousel	\$ 283,815
	ScriptPro Upgrade	\$ 148,267
	ScriptPro System	\$ 406,677
	Total	\$ 1,290,137

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Richmond	Upgrade Laboratory POC Instrument Data Management System	\$ 162,877
Richmond	Service Support Agreement for Anesthesia Record Keeping	\$ 201,432
Richmond	Temp Trak	\$ 32,488
Richmond	High Speed Packager	\$ 294,884
Richmond	MRI Patient Vital Signs Monitors	\$ 166,631
Richmond	Cryoablation Console	\$ 199,215
	Total	\$ 1,057,527

VISN 6 Opportunities FY 16

VAMC	Capital Equipment above 150k	Medical Funds
Salisbury	High Speed Packager	\$ 276,108
Salisbury	Centurion Phaco Units (Surgery)	\$ 158,070
Salisbury	SLS for Anesthesia Workstation Cabinets	\$ 75,154
Salisbury	ScriptPro Upgrade	\$ 19,067
Salisbury	Omnicell server upgrade	\$ 19,875
	Total	\$ 548,274



VISN 6 Logistics Officers



- Steven.Ertzberger@va.gov – Asheville
- teven.McGraw@va.gov - Beckley WVA
- Kevin.Amick@va.gov – Hampton VA
- Sherron.Boyd2@va.gov – Fayetteville, NC
- Kevin.buser@va.gov – Richmond VA
- Deborah.murray@va.gov – Durham NC
- Robert.Forrest@va.gov – Salisbury NC
- James.kelly@va.gov – Salem VA

Questions & Answers

Thank you for your attendance!