

Business Opportunities with VISN 12

Juan Burks CHESP

Chief, Environmental Management Services (EMS)

Edward Hines, Jr. VA Hospital, Hines, IL



U.S. Department
of Veterans Affairs



Overview

- Chief, Environmental Management Services (EMS)
- Edward Hines, Jr. VA Hospital, Hines, IL
- Environmental Management Service consists of Environmental Sanitation, Pest Management, Waste Management, Recycling Program, Greening Environmental Management System (GEMS) and consolidated Textile Care Processing and distribution which includes Linen Service (Uniform/Scrub), Machine repair (cleaning and automotive), window washing and General Purchasing. We also contract out for Document Destruction and seamstress services for uniform repair.



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 12 Environmental Management Service

- **Mission:**

To honor, comfort and protect Veterans by developing and guiding innovative improvements in health Care Environmental Sanitation, Textile care, Interior Design and Waste Management Programs that exemplify VA's Core Values and characteristics.



VISN 12 Environmental Management Service

What are our primary objectives:

- To continue leading our nations healthcare industry.
- To offer and supply quality products and services that support our mission and improve our professional standards.
- To build effective and valuable partnerships



Top NAICS Codes – VISN 12 Environmental Services

561710	Exterminating and Pest Control Services
561720	Janitorial Services
562111	Solid Waste Collection
541620	Environmental Consulting Services
562998	Miscellaneous Waste Management Services
562112	Hazardous Waste Collection
812332	Industrial Launderers
561320	Temporary Help Services



How Can You Help Us?

- How well are you set up to do business(Sam's, GSA, BPA's, Fed bid)
- Catalogs vs. Links(generational purchasers)
- Make 15-20 minute appointments
- Present Best Practices about the business
- Email vs. phone calls
- Team Solutions vs. Business Partners
- Demos are always attractive
- Quality vs Pricing



Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Pest Control			1/1/16	80,000
Landscaping Services			5/1/16	200,000
Janitorial Services			10/1/17	70,000
General Supply			FY16-17	750,000



FY 2015 Business

FY 2015 Vendors Awarded Contracts	Updated 6/5/15
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VENDOR	Purchase Order/Contract Dates	Amount Awarded	COR	Notes
Waste DISPOSAL Landfill	8/1/14 - 7/31/15	\$90,823.20	TAYLOR	
Pest Control	10/1/15-12/30/15	\$12,687.00	CANTE	
Janitorial Services (AURORA)	10/1/14 - 9/30/15	\$29,205.48	LEAR	
Janitorial Services (ELGIN) (6 mos)	12/1/14-5/31/15	\$20,412.00	LEAR	
Janitorial Services	10/1/15-9/30/16	\$58,500.00	TAYLOR	
Bulk waste removal	5/1/14 - 4/30/15	\$29,331.02	TAYLOR	
Tree Cutting/Removal	7/1/14 - 6/30/15	\$6,055.14	SHRUM	
Janitorial Services	12/1/14 - 11/30/15	\$36,906.96	LEAR	
Equipment Repair Vehicle & Machine	6/4/14 - 7/31/15	\$5,820.74	TAYLOR	
Snow Removal for campus	11/1/14-04/30/15	\$153,780.00	TAYLOR	
Janitorial Services	10/1/13-9/30/14	\$28,608.00	SHRUM	
Bulk Salt	11/1/15-4/1/16	\$139,500.00	TAYLOR	
Laundry Service	10/1/15-9/30/16	\$970,000.00	Craigjen	
General Supply	Total for fy15	\$870,000.00	Cante	
Totals		2,451,629.54		



Q&A

- Juan.burks@va.gov

Questions?



How to Do Business with Network Contracting Office 12



U.S. Department
of Veterans Affairs



Overview

- My Title is...
- Network Contracting Office 12
- Oversee staff of +100 employees providing contracting support to VISN 12 facilities located in Illinois, Wisconsin and Iron Mountain, Michigan



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NCO/VISN 12

- NCO 12's primary mission is to execute facility requirements
- Primary Objectives
 - Consolidation and Standardization
 - Reduced Contract Administration
- Challenges
 - Budget and Changing Priorities



NCO-12: Service Area Office - Central







Who Procures?

- Technical personnel create and submit requirements to NCO-12.
- Procurement Staff include:
 - Contracting Officers
 - Contract Specialists



How Can You Help Us?

- **Past Approach**

- Use of Invitation for Bid (IFB) as primary procurement method for construction
- Low Price Technically Acceptable (LPTA) procurements

- **Future Approach:**

- Use of Multiple Award Task Order Contract (MATOC) for construction projects
- More Best Value Trade-Off procurements



Top NAICS Codes – VISN 12

236220	Commercial/Institutional Building Construction
339113	Surgical Appliance and Supplies Manufacturing
339112	Surgical and Medical Instrument Manufacturing
334510	Electro-Medical Apparatus
485991	Special Needs Transportation
621511	Medical Laboratories
811219	Electronic Equipment Repair
621111	Offices of Physicians
541330	Engineering Services
621512	Diagnostic Imaging Centers



Small Business Programs

- Public Law 109-461 : “Veterans First”
 - Service-Disabled Veteran-Owned Small Business &
 - Veteran-Owned Small Business Set-Asides
- Small Business Set-Asides (FAR 19.5)
- Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
- 8(a) (FAR 19.8)
- HUBZone Set-Asides (FAR 19.13)



How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, FSS, MATOCs
- Full & Open Competition after exclusion of sources (Small Business Programs)
 - Veterans First (SDVOSB/VOSB)
- Full & Open Competition (Open to all vendors)



Mandatory Contracts

- Federal Supply Schedule (65's & 66 III)
- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- Medical-Surgical Prime Vendor Contracts
- Pharmaceutical Prime Vendor
- NASA IT Solutions for Enterprise Wide Procurement (SEWP)
- VETS IT Government Wide Acquisition Contract (GWAC)



Where to Find Postings

- Federal Business Opportunities
 - www.fbo.gov
- GSA e-Buy System
- NASA SEWP



Before Marketing to Network Contracting Office 12

- Registration (www.sam.gov)
- Experience (Have some past performance)
 - Completion of similar project in commercial sector
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Process
 - Be able to find postings www.fbo.gov
- Verified if vet business (www.vetbiz.gov)



How to Market to NCO 12

- Contact Small Business Liaison
 - Steve Maier 414-844-4824
 - Steven.maier2@va.gov
- Small Business Events
 - In conjunction with SBA
 - Procurement Tech. Assist. Centers



Q&A

Questions?