

How to Do Business with VISN 15

Illinois: Marion

Kansas: Leavenworth, Topeka, Wichita

Missouri: Columbia, Kansas City, Poplar Bluff, St. Louis

Scott Fiscus

Director of Contracting

Network Contracting Office 15



U.S. Department
of Veterans Affairs



Overview

Scott Fiscus, Director of Contracting
Network Contracting Office (NCO) 15

Responsible for operational oversight for
all contracting activity within the
network, including policy, procedure,
training, and socio-economic goals



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 15

- **Mission:** Delivering Client-Centered Acquisition Solutions in Support of our Nation's Veterans.
- **Objectives:** Acquiring supplies and services from qualified and capable businesses that meet the needs of our Medical Centers at a fair and reasonable price.
- **Challenges:** Clearly defining our requirements to the industry and ensuring that our needs can be met in a satisfactory and timely manner.



Network Contracting Office 15 Structure

Director of Contracting

Deputy Director of Contracting

(Quality Assurance, Training, Small Business, Purchase Card)

Division I

General Services I

General Services II

Medical Services

Specialized Services

Division II

Construction I

Construction II

Prosthetics

Supply I

Supply II



Who Procures?

While you may be in contact with Program Staff or a Contract Specialist, it is important to know who has the authority to enter into a contractual obligation.



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 15

- Registration (SAM, Experian, etc.)
- 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



Q&A

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Questions?