

# Business Opportunities with VISN 12

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*Network Material Manager*  
*VISN 12 Logistics*



U.S. Department  
of Veterans Affairs



## Overview

- Network Material Manager, VISN 12
- Develop, evaluate, and/or promote improvement in supply chain management policy, procedures and/or systems



# 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 Logistics

- To provide the right supplies, equipment and services to the right end user at the right time.
- To support the delivery of health care and required services to our nations veterans and beneficiaries.



## VISN 12 Logistics

- **Goals:**
  - To be responsive to demand and maintain compliance with mandatory sources.
  - Gain efficiencies in the supply chain through vendor relationships and leveraging technology and data.
  - Support superior health care delivery.



## VISN 12 Logistics

- **Challenges:**

- A sometimes lengthy procurement cycle.
- Finding sources of supply that meet requirements.
- Accessing and ability to manipulate data.
- Changes in standard of care.



## Top NAICS Codes – VISN 12 Logistics

339113	Surgical Appliance & Supplies
339112	Surgical & Medical Instruments
334510	Electro-medical & Electrotherapeutic Apparatus
339114	Dental Equipment & Supplies
333314	Optical Instruments and Lenses
334516	Analytical Laboratory Instruments
423450	Medical, Dental and Hospital Equipment & Supplies



## How Can You Help Us?

- **Future Approach:**
  - Know where to look for solicitations.
  - Look for opportunity and be prepared to respond to solicitations.
  - FSS and GSA.
  - Be aware of our processes on how to conduct business within VISN 12.





# Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Medical Equipment	Various	If no mandatory sources, small businesses	Throughout	\$12,000,000
Dental Equipment	Various	If no mandatory sources, small businesses	Throughout	\$3,000,000
Medical Supplies	Various	If no mandatory sources, small businesses	Throughout	\$60,000,000
Dental Supplies	Various	If no mandatory sources, small businesses	Throughout	\$12,000,000
Office Supplies	Various	OSSI National Contract	Throughout	\$2,500,000
Other Supplies and Services	Required to support medical center operations	If no mandatory sources, small business	Throughout	Various



## Q&A

- [Paul.Metevia@va.gov](mailto:Paul.Metevia@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](http://www.fbo.gov)
- GSA e-Buy System
- NASA SEWP



## Before Marketing to Network Contracting Office 12

- Registration ([www.sam.gov](http://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](http://www.fbo.gov)
- Verified if vet business ([www.vetbiz.gov](http://www.vetbiz.gov) )





## How to Market to NCO 12

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



Q&A

Questions?