

How to Do Business with the Veterans Benefits Administration

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Office of Acquisition



U.S. Department
of Veterans Affairs



Introduction and Overview

- ✓ Office of Acquisitions consists of 60 Contracting Officers spread throughout the nation in support of all VBA contracting activities.
- ✓ Primary supports is to:
 - Office of Field Operations (5 Districts in 50 States)
 - Vocational Rehabilitation & Employment (VR&E) Service
 - VBA Central Office requirements (Washington, DC)



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.



The Mission of VBA Acquisition

The Veterans Benefits Administration (VBA) provides a variety of benefits and services to Service members, Veterans, and their families. Major programs include disability compensation, pension and fiduciary services, insurance, education, loan guarantee, vocational rehabilitation and employment, and transition services for recently separated veterans.

VBA Acquisition manages the acquisition life cycle for VBA offices in every state across the country. Our contract activities focus on supporting the day-to-day operations of our major program offices, and the unique requirements of our programs' veteran beneficiaries.



Objectives and Challenges for VBA Acquisition

Acquisition Objectives

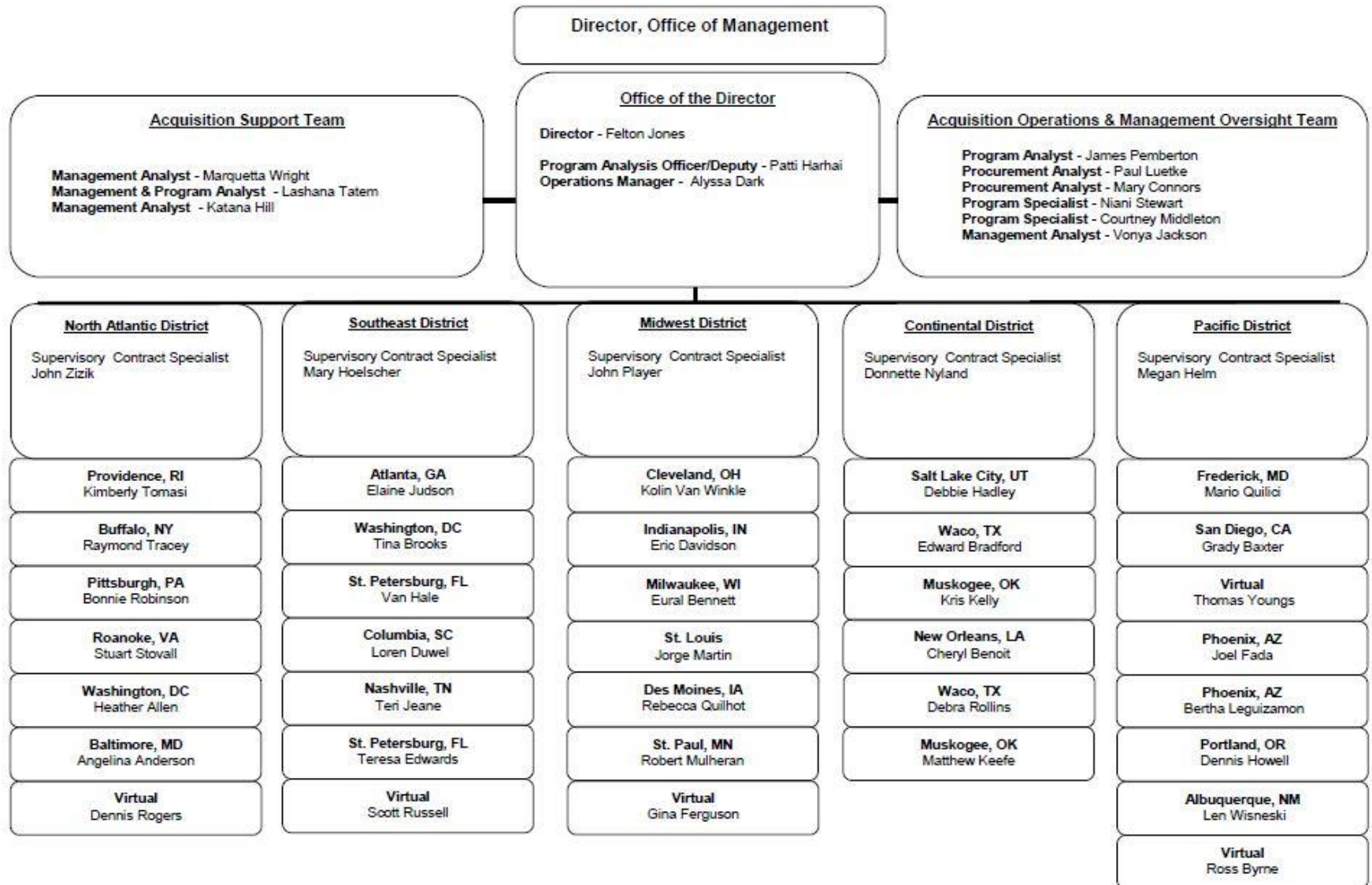
- Accurate – Right product or service
- Timely – Delivered on schedule
- Compliant – Socioeconomic goals considered and legal requirements met
- Competitive Pricing – “Best Value” Focus

Acquisition Challenges

- Forecasting upcoming requirements
- Communicating opportunities on low dollar value requirements for small business



VBA Acquisition Structure





Who Procures in the VBA?

Only VBA warranted contracting officers have the expressed authority to enter into agreements on behalf of the Veterans Benefits Administration.

The VBA does not utilize ordering officers.

Purchase cardholders are under the supervision of the Office of Field Operations and do not report to VBA Acquisition. Purchase cards have a maximum purchase limit of \$3,500.



How Can You Help Us?

Past Approach

- Considerable discretion at the contract specialist level
- Most requirements handled via GSA Schedule with discretionary small business set asides
- Open market requirements handled via oral solicitations in accordance with FAR 13.106-1(c)(1) after screening VIP and other resources
- Requirements posted to Federal Business Opportunities as required by dollar thresholds



How Can You Help Us?

Future Approach

- Extensive coordination with the Office of Small & Disadvantaged Business Utilization
- Full review of set aside decisions at the district supervisor level
- Additional oversight on set aside decisions for NAICS starting with 236, 237, 238, 327, 333, 334, 337, 339, 423, 511, 532, 541, 561, 611, 621 or 811 via the Small Business Liaison (SBL) and the Head of Contracting Activity (HCA)



What VBA Procures?

624310	Vocational Rehabilitation Services
492110	Couriers and Express Delivery Services
333298	All Other Industrial Machinery Manufacturing (Mailroom Related)
333315	Photographic and Photocopying Equipment Manufacturing (Copiers)
517110	Wired Telecommunications Carriers
337214	Office Furniture (except Wood) Manufacturing
541519	Computer Related Services
444130	Hardware Stores (Veteran Tools)
236220	Commercial and Institutional Building Construction
333293	Printing Machinery and Equipment (Printers)



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 the VBA....

- 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 the VBA

Reach out to our Small Business Liaison...

Paul Luetke

VBA Small Business Liaison

U.S. Department of Veterans Affairs

Veterans Benefits Administration

Office: 267-760-3322

paul.luetke@va.gov



Questions?

Where Do I Find VBA Requirements?

GSA eBuy - www.ebuy.gsa.gov

Federal Business Opportunities - www.fbo.gov

Primary Point of Contact:

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Veterans Benefits Administration
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