

# Business Opportunities with VISN 12

*Kay Roblee*  
*Interior Designer*  
*Environmental Management Service*



U.S. Department  
of Veterans Affairs



# Overview

- Interior Designer, NCIDQ, ASID, Healthcare Specialist
- Environmental Management Service (EMS)
- Responsible for selecting, approving and purchasing interior finishes and furnishings for all of our buildings on the Milwaukee campus, as well as the CBOC's in Green Bay, WI, Union Grove, WI, Appleton, WI and Cleveland, WI.



# 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.



# What Products and Services are Needed?

- *Furniture*
  - *Seating (Guest and Conference)*
  - *Tables (Conference, Training & Occasional)*
  - *Modular Workstations/ Wall-hung Product*
  - *Freestanding Desks*
- *Artwork (Framed Poster Prints)*
- *Window Coverings (Blinds & Shades)*
- *Signage (For Specialty Areas)*
- *Building Finishes*
  - *Flooring, Specialty Paint, Wallcovering/ Protection and Lighting*



## Not Typically purchased

- **Ergonomic Task Seating**
  - \* Specified and Purchased by Ergonomics/ Physical Therapy
- **Flooring**
  - \* Specified and Purchased Through FM- Facility Management
- **Wallcovering/ Wall Protection (Also Through FM)**
- **Any Type of Medical Device or Equipment**
  - \* Including Refrigerators, Microwaves, Coffee Pots, etc
- **Cubicle Curtains**
- **Fixtures**
  - \* Sinks, Faucets, Toilets, Handrails, Dispensers, etc



# Differentiators

- *Quality/ Durable (10 Year Warranty +)*
- *Price (Quality Products for a Reasonable Cost)*
- *New Technology, Multi-Use and Adjustable*
- *Safety (Anti-Slip, No Sharp Corners, Ease of Use)*
- *Responsive Contract Dealers/ Manufacturers*
  - *Ability to respond to emails or phone calls within 24 hours*
- *Aesthetically Appealing*
- *Healthcare Grade Fabrics and Finishes*
  - *Antibacterial/Antimicrobial, Mildew Resistant, etc.*
- *Easily Cleanable with Bleach Solutions*



# Primary NAICS Codes

337214	Office Furniture (except wood) Manufacturing
337125	Household Furniture (except wood & metal)
337127	Institutional Furniture Manufacturing
337215	Showcase, Partition, Shelving and Lockers
337920	Blinds and Shades





## How we Buy

- **All vendors must be registered in the Federal SAM database, prior to doing business with the VA. ([USContractorRegistration.com/SAM](http://USContractorRegistration.com/SAM))**
- **Products should be approved and listed on GSA Schedule/Contract**
- **A percentage of “Open Market” (Non-GSA) orders may be allowed.**
- **All purchases over \$3500, must be submitted to GLAC (Great Lakes Acquisition Center), where they will be processed to be sent out for bid.**
- **Purchases for materials and furniture under \$3500, can be made directly through the Interior Design Department with a credit card.**
- **Services under \$2500 can be made directly with a credit card.**
  - **Delivery, Assembly & Installation**
- **Order of Award for Purchases over \$3500**
  - **UNICOR (Federal Prison Industry), Veteran-Owned Small Business or IB Express and finally open to Commercial Dealers**





# Opportunities Forecast 2016-2017

Requirement	Description
Hospital Waiting Room Seating	Milw: Main East Entrance & Clinics
Waiting Area Seating	Milw: South Entrance
Window Blinds/Shades	Misc. Locations
Framed Patriotic Artwork	Misc. Locations
Specialty Signage	Misc. Locations



Q&A

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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?