

How to Do Business with VISN 20

*Mary Accomando
Supervisory Contracting Officer
Network Contracting Office-20
Medical Sharing*



U.S. Department
of Veterans Affairs



Overview

- Supervisory Contracting Officer
- Medical Sharing
- Acquisition of health care services both in the community and at VA Medical Centers/Clinics



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.

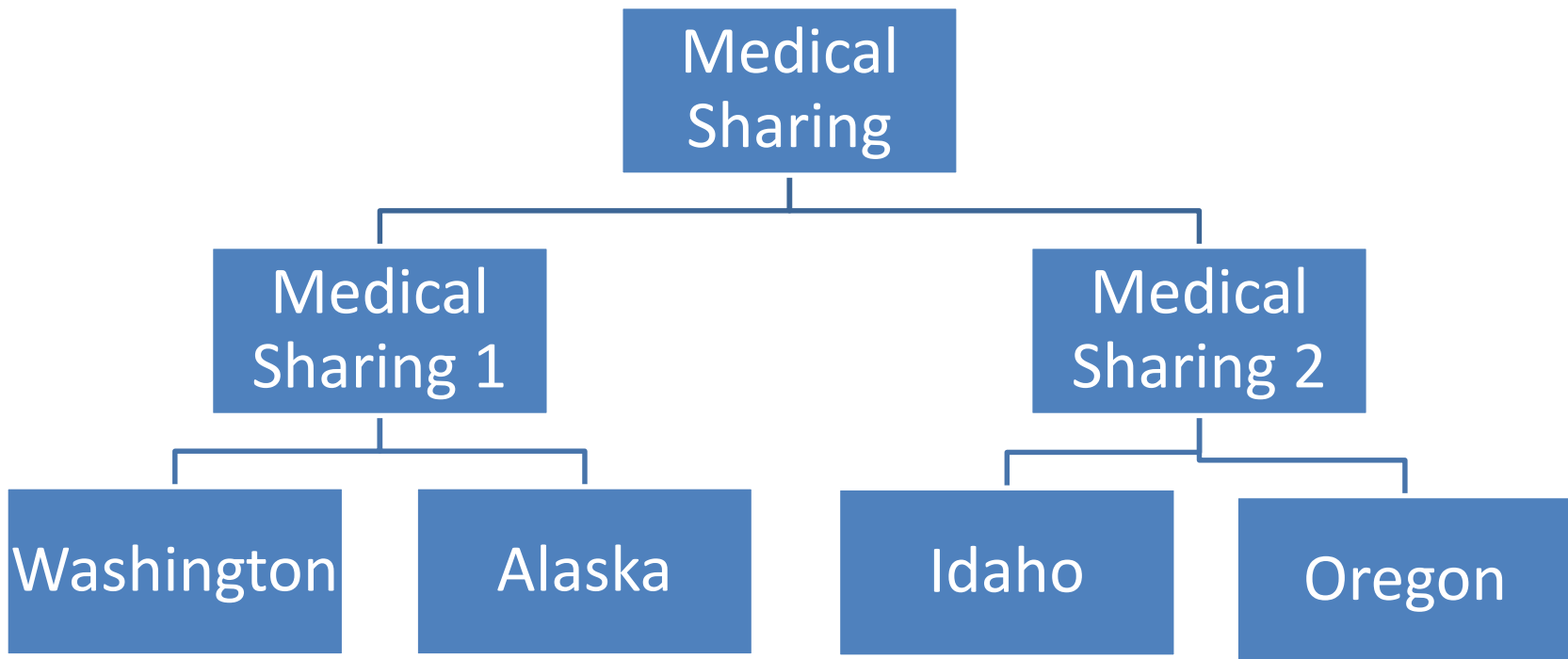


Medical Sharing

- Acquire health care services
- Challenges:
 - Quality of Proposals
 - Availability of resources



Medical Sharing Structure





Who Procures?

- Contracting Officers
- Contracting Specialists



How Can You Help Us?

- **Past Approach**

- Competitive Solicitations
- FSS VISN BPA's and E-Buy
- Sole Source to Affiliate

- **Future Approach:**

- Targeted opportunities for specific NAICS



What Medical Sharing Procures?

- 561 – Employment Services
- 621 – Health Care Services
- 623 – Nursing and Residential Care
- 624 – Services for the Elderly



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 VISN 20

- 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 VISN 20

- **Contact Marc Frederick**

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Q&A

- Identify Point of Contact
- List valuable Web sites

Questions?