

Business Opportunities with VISN 4

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VISN 4



U.S. Department
of Veterans Affairs



Overview

- **CONTRACT SPECIALIST**
- **VISN 4 WEST**
- The team I work with supports the Prosthetic departments with procurement of products over \$3500.



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.



Prosthetic Procurement Team VISN 4 West

- Prosthetic Procurement Team
- We Procure surgical implants, ramping, vertical platform lifts, specialty beds, insulin pumps, stair glides and other durable medical equipment for the Prosthetics dept. that exceeds the micro threshold of \$3500.
- The primary NAICS code is 339112 and 339113 – Surgical and Medical



How Can You Help Us?

- How we do business:
 - If possible, we awarded to a small business. We look for the ability to use small businesses with all awards and if able, we will utilize VSOB's for these awards. Often is it difficult for us to go with small business because of federally mandated contracts.
 - Procuring items for Prosthetics we work almost exclusively from contracts that are already in place following the mandated hierarchy as set out in the Federal Procurement regulations.
 - The following would benefit the smaller company.

- Suggestions for :
 - Become installers for durable medical equip to get a part of the business.
 - Exclusive Representatives for larger businesses
 - Registered in SAM
 - Have an FSS contract with your products at a comparable prices.
 - Contact the Prosthetics Departments or Contracting Dept. to set up a meeting to discuss your products and services.
 - Promote specialty products if you have them.
 - Make yourself visible and accessible.
 - Excel in customer service with the VA and the Veteran's we serve.



Small businesses that we currently utilize

- Buffalo Supply surgical
- Ez Access ramping- vpls
- Bruno ramping-vpls-stair glides
- Centerspan LLC stair glides- vpls ramp
- Access4 U Inc. ramping
- T.F. Herceg dba Surehands Lift & Care lifts
- Barrier Free Lift, Inc. dba Horcher Lifting Systems Inc. Lifts
- Medical Products resource dba Implant Resource surgical



Q&A

- Prosthetics:
 - Erie - Dan Hopson 814-860-2125
 - Altoona – Amy Benson 814-943-8164 ex 7137
 - Butler – Dawn Zurzolo 724-285-2211
 - Pittsburgh- Carol McAfee 412-822-3730
 - Pittsburgh-Autumn Williams 412-822-3733
 - Clarksburg- Patty Flanigan 304-623-3461 ex 3212
 - Philadelphia – Gary Woodring 215-823-5800 ex 5830
 - Lebanon –Stephen Laughery 717-272-6621 ex 5403
 - Wilmington-Samuel Kalb 302-633-5249
 - Wilks Barre- Denise Redenski 570-824-3521 ex 7103
- Contracting:
 - Melvin Moore VISN 4 East- 717-270-3926
 - Carolyn DeWinter VISN 4 West 412-822-3739
 - Jeff Pruett VISN 4 West 412-822-3738
- List valuable Web sites
- National Acquisition Center <http://www.va.gov/oal/about/nac.asp>

Questions?