

Business Opportunities with VISN 21 Interior Design Programs

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U.S. Department
of Veterans Affairs



Overview

- **Yvonne Duque, Senior VA Interior Designer**
- **Engineering and Facilities Management Service**

Oversight of the **SFVA Interior Design Program** including:

- ✓ Interior Design
- ✓ Project Management
- ✓ Market Research
- ✓ Product Specifications
- ✓ Acquisition Planning
- ✓ Installation Supervision

For all Remodel and New Construction Interiors and Furniture Projects at the San Francisco Medical VA Medical Center and Healthcare System including six additional CBOCs (Community Based Outreach Clinics).

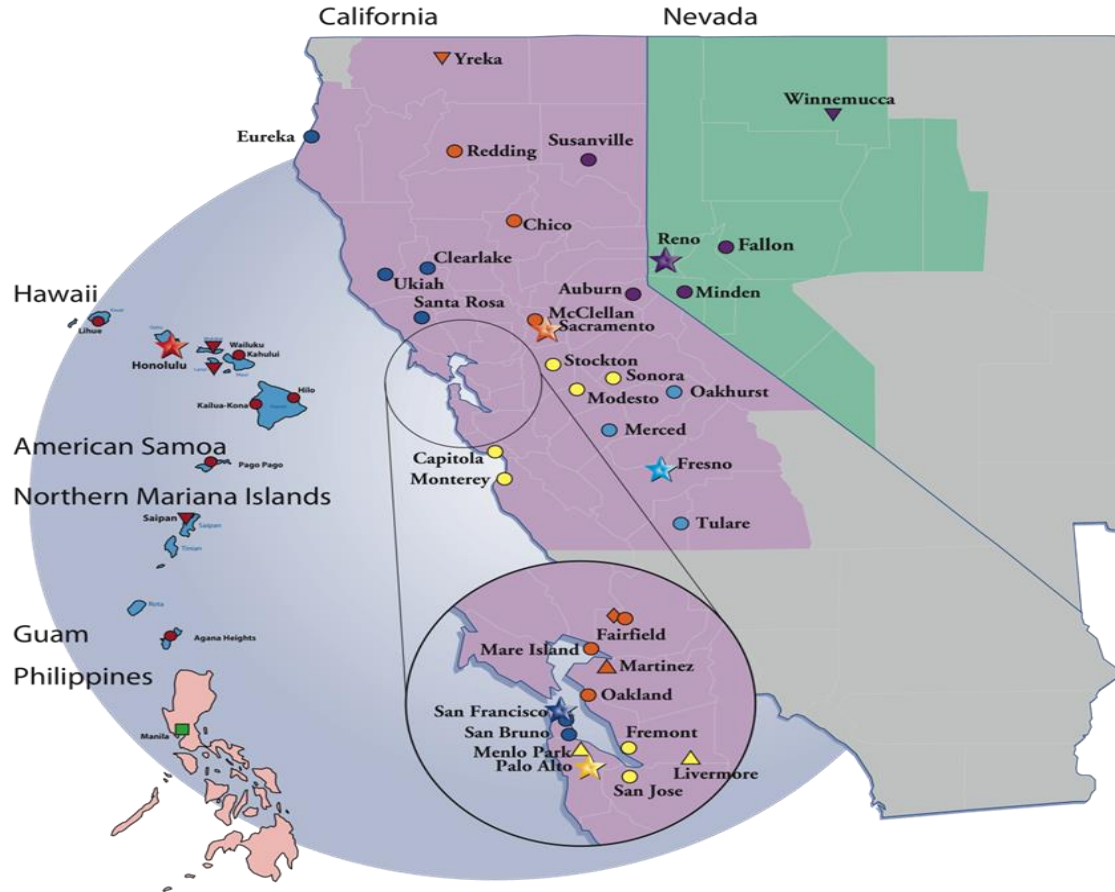


Acquisitions and Contractual Authority

- 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.



VA Sierra Pacific Network (VISN 21) Sites of Care



Levels of Care	Health Care Systems
★ VA Medical Centers	★ VA Central California HCS
▲ VA Division (Inpatient/Outpatient)	★ VA Pacific Islands HCS
● VA Community Based Outpatient Clinics (CBOCs)	★ VA Northern California HCS
▼ VA Outreach Clinics	★ VA Palo Alto HCS
■ VA Independent Outpatient Clinic (IOC)	★ VA Sierra Nevada HCS
◆ VA/DoD Joint Venture Site	★ San Francisco VAMC



San Francisco VA Medical Center
San Francisco, CA



VA Palo Alto Health Care System
Palo Alto, CA



VA Northern California
Health Care System, Sacramento, CA



VA Central California
Health Care System, Fresno, CA



VA Sierra Nevada
Health Care System, Reno, NV



VA Pacific Islands
Health Care System, Honolulu, HI



VA Outpatient Clinic, Manila, Philippines



The VA Sierra Pacific Network is one of 21 Veterans Integrated Service Networks in the Veterans Health Administration (VHA). It serves 1.2 million Veterans residing in Northern and Central California, Northern Nevada, Hawaii, the Philippines, and several Pacific Islands including Guam and American Samoa.



VISN 21 Interior Design Programs

- VISN 21 includes five individual Interior Design Teams in the following Healthcare Systems: San Francisco, Palo Alto, Northern California, Fresno and Reno.
- Team sizes range from (1) to (10) Interior Designers in each program including both fulltime and contract employees with periodic staffing fluctuations. As such, each ID Team functions according to their standard design process and unique branding style.
- However, all 5 Interior Design Programs work with VISN 21 NCO Contracting Office for new furniture acquisitions and therefore, adhere to the same strategies, templates and processes.
- VISN 21 Interior Design Programs emphasize principles and strategies for standardized thresholds for high quality products made in the United States, state-of-the art technology, mobility and ergonomic features for both patients and staff in health care settings while embodying the highest level of environmental stewardship.
- VISN 21 Interior Designers strive to be recognized leaders in the field of Healthcare Design and keep connected with industry standards and share knowledge with all VA Interior Designers nationwide.



VISN 21 Typical Furnishings Requirements

Healthcare Furniture

All VA Furniture is considered Healthcare Furniture as it must meet the stringent requirements of a high abuse, 24/7 application, meet Infection Control Standards, include Bariatric Options, Ergonomic Features, meet ADA Requirements and withstand intense chemical cleaning and maintenance practices of a Housekeeping Team in hospital and clinical environments.

- ✓ Seating
- ✓ Desking
- ✓ Storage
- ✓ Systems/Modular
- ✓ Art
- ✓ Lighting Fixtures
- ✓ Accessories – Cubicle Curtains, Display Boards, Charging Stations, etc.
- ✓ Casework (Standard and Custom)
- ✓ Demountable Walls
- ✓ Sound Masking Systems
- ✓ Specialty Furniture and Accessories for Mental Health
- ✓ Signage

Primary NAICS code: 337214 - Office Furniture Manufacturing



VISN 21 Typical Service Requirements

Statement of Work

All VISN 21 Furniture Acquisition Packages include a Statement of Work, which outlines the specific expectations and requirements per Project. Each Interior Design Team varies in the actual SOW format and levels of requirements. However, typical VISN 21 SOWs include several of the following:

- ✓ Bid Package Format including details, drawings, cut sheets
- ✓ Staffing Requirements including; Administrative, Technical and Project Management
- ✓ In-person Meeting Requirements and Site Visits for Field Measurements
- ✓ AutoCAD Drawing Support
- ✓ Product Finish Samples
- ✓ Lighting Fixtures
- ✓ Environmental Stewardship Documentation
- ✓ Storage Accommodation
- ✓ Specific Project Management Requirements
- ✓ Protection of VA Property and Security Checks
- ✓ Tracking, Delivery and Installation Requirements
- ✓ Clean-up and Disposal Practices
- ✓ Punchlist and Final Sign-Off Requirements for Payment Processing
- ✓ Hours of Service, Point of Contact and Instructions for Detail Documentation



How Can You Help Us?

Past & Future Approaches

Quality product specifications are vital. But, with so many high quality products on GSA Schedule available, making them easily sourced is critical. Also, one of the most important and often overlooked components that gives the competitive edge is **Excellent Service**.

- Quality **Market Research** is key component to VISN 21 Interior Designers
- Showroom Tours and Manufacturer's Rep **Product Reviews**
- Finish **Samples** and Product Literature for Library
- Well designed and easily navigable **Product Websites**
- Quality updated images, measurements and **Salient Characteristics**
- Consistent and Responsive Service Teams/Reps/Dealerships who can provide **fast turnovers** of quotes, samples and drawings
- Focus on long-term **Relationship Building**



SFVA Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters	Fiscal Year	Range of Value \$
Laboratory Casework	Freestanding and Built-in	NCO Solicitation	2016	\$750K
System Wide Workstations	Freestanding stationary and sit/stand with Storage	NCO Solicitation	2016	\$1.2M
Inpatient Storage and Guest Seating	Locking, Wall mounted, Bariatric Options	NCO Solicitation	2016	\$350K
Outpatient Clinic Provider and Patient Seating	Exam Rooms	NCO Solicitation	2016	\$500K
System Wide Accessory Items	Display Boards, Lighting, Signage, Art, Cubicle Curtains, Charging Stations, Window Coverings	NCO Solicitation	2016	\$200K
Ergonomic Equipment	Keyboard Trays, Seating, Desks, Accessories	NCO Solicitation	2016	\$140K



Q&A

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Questions?