

Business Opportunities with Program Contracting Office East (PCOE)

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Program Contract Activity - East (PCO-E)



U.S. Department
of Veterans Affairs



Overview

- Director of Contracting (Acting), PCO East
- PCO East St Louis
- As Director of Contracting, I am responsible for coordinating acquisitions to establish and implement national, regional, and program goals & objectives.
- Our office is responsible for requirements for program offices, such as Chief Business Office (CBO), Office of Nursing Care, Consolidated Patient Account Centers (CPAC), Veteran Engineering Resource Centers (VERC), Employee Education Systems (EES), etc. We service over 40 VHA program offices.



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.



PCO East

- **Mission:** Committed to providing quality and timely service to our veterans and customers.
- **Key Objective:** Provide quality customer services, contract support and business advisement in support of the mission of each program office for the benefit of the veterans.
- **Challenges**
 - Insufficient small businesses responding to solicitations
 - Incomplete responses to Request for Information
 - SDVOSB and VOSB not verified in VetBiz.



PCO East NAICS/PSC Codes

- U008 – Education/Training – Training/Curriculum Development
- 541611 – Administrative Management and General Management
- 611430/R408 – Professional and Management Development Training
- 561320 – Temporary Help Services
- 524298 – Other Insurance Business
- 541219/R705 – Other Accounting Services/Management/Debt Collection



How Can You Help Us?

- Past Approach
 - Third Party Billing (Small)
 - VACAA Super User Training (VOSB).
 - VACAA Training (VOSB)
 - Speakers Bureau (SDVOSB)
 - E-Learning Products (SDVOSB)
 - Warehousing (8A)

- Future Approach:
 - Vet Biz Search
 - Industry Day
 - Market Research through
 - Small business Conference
 - Partnering with SBA for training



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
Point Of Use (POU)	Integrated POU solution capable of providing consolidated data to facilitate supply chain management	\$280,900,000	Shipcom	9/23/2013 - 9/22/2018
SimLEARN Staging Facility Contract	Staging Facility for the National Simulation Center Orlando, FL	\$1,255,755	Advanced IT Concepts	9/24/2012 – 9/23/2016
LPDRM Course Packager/Generator Extension	Extension of the current license for access to the system course generator/packager systems.	\$28,066	N/A	10/1/2013 – 9/30/2015
Xerox Refresh	FY 15 Xerox Replacement - EES will be turning in multiple machines off lease. New machines will allow EES to update their copy machines while decreasing the footprint per VA Regulations	\$174,228	Xerox	9/29/2015 – 9/28/2016
Graphic Design Service	Graphic Design Services	\$318,598.80	Instructus Media	10/20/2015-10/19/2020



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
VA268-15-C-0002	Merit Review Support Services	\$22,474,854.09	JJR Solutions	10/1/2015 – 9/30/2016
VA268-15-C-0040	Research Protocol File Management Services	\$298,795.00	iMedRIS	9/24/2015- 9/23/2020
VA268-15-F-0113	Web Based Course Development Services	\$114,378.00	Coley & Associates	9/1/2015-8/31/2016
VA268-15-C-0050	Image Express Screening System	\$491,833	Government Scientific Source	09/23/2015-11/22/2015
VA268-15-C-0039	Multi-Photon Laser System	\$236,500	Neurolabware Inc.	09/11/2015-11/22/2015
VA268-15-F-0049	ViRec Communications	\$445,495.80	Cooper Thomas	5/15/2015-5/14/2020
VA268-15-C-0048	Extreme CT Scanner	\$450,000.00	Scanco USA Inc.	9/16/2015-1/31/2016
VA268-15-F-0182	Animal Racks & Cages	\$357,262.00	Lab Products Inc.	9/28/2015-12/11/2015



Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Topeka Mailroom Copiers	Copier Service for Topeka	GPO or GSA	11/30/2015	\$50,000.00
BizFlow Maintenance	Software Maintenance and support	GSA	11/16/2015	\$1.3M
CSM Workflow Management Services	Provide Modifications to BizFlow, Pitney Bowes and Opex to streamline	Unk	12/1/2015	\$2M
IVD- On-Site Pick-Up, Shredding, and Doc Final Destruction Svs	Document pick-up, shredding and destruction.	GSA	12/1/2015	\$120K
CBO Revenue Ops CPAC PMO Admin Support	CBO Revenue Ops CPAC PMO Admin Support	Unknown	12/31/2015	\$1.5M
Third Party Billing (up to 5 awards)	Insurance billing services for CPAC	SDVOSB/VOSB/8A	12/31/2015	\$300-500K



Q&A

- **Cindy Showers**

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- 314-894-6460

- **List valuable Web sites**

- GSA Advantage GSAadvantage.gov/
- VETBIZ <http://www.vetbiz.gov/>
- SAMS <https://www.sam.gov>
- FEDBIZOPPS <https://www.fbo.gov/>

Questions?