



How to Do Business with Service Area Office East, Network Contracting Office 1 New England SAO East, NCO 1

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SAO East, NCO 1



U.S. Department
of Veterans Affairs



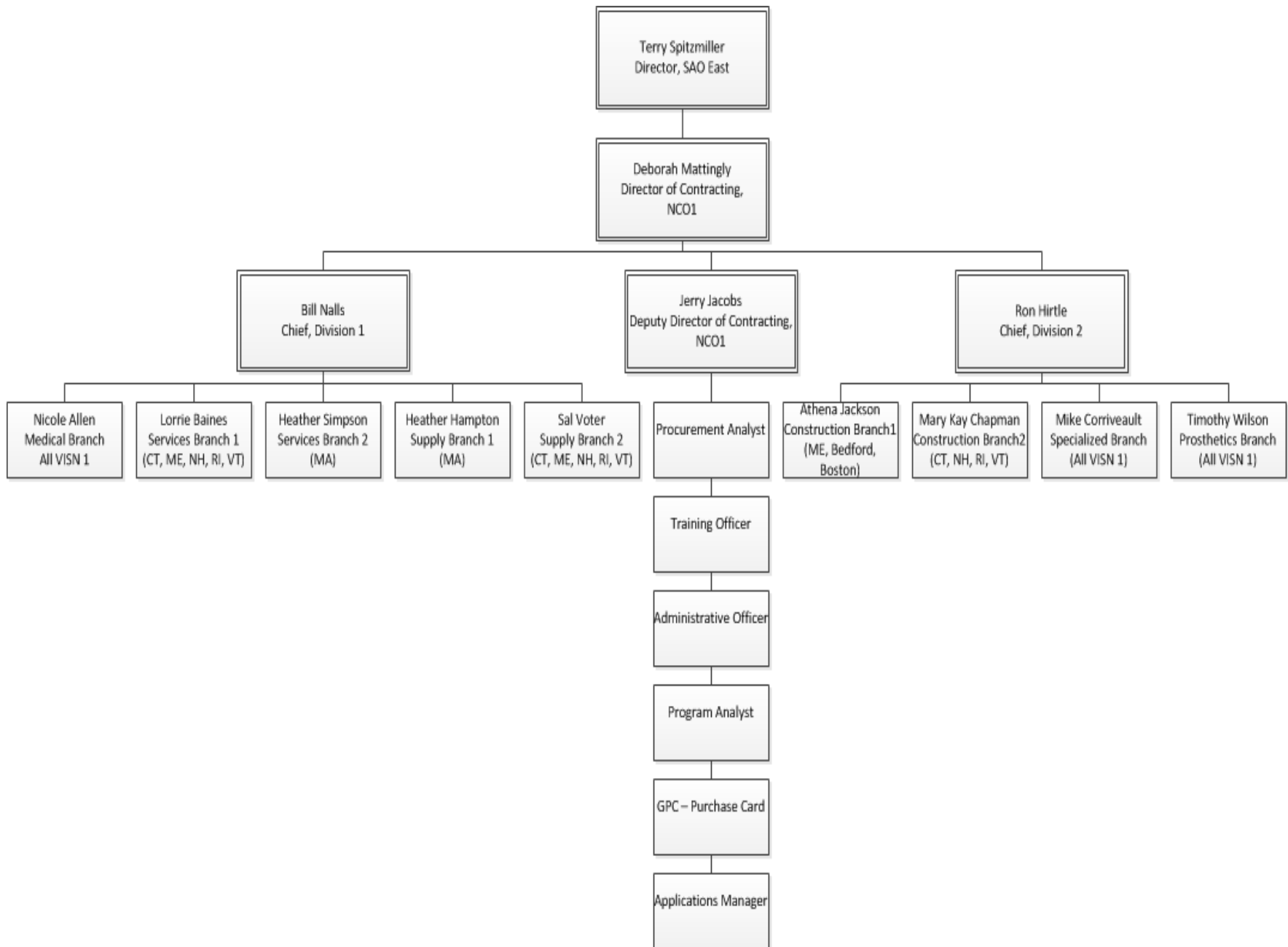
NCO 1 New England





NCO 1 Foot print

- 8 Major Medical Campuses with 24/7 patient Operations
- 33 Community Based Outpatient Clinics (CBOCs)
- 22 Vet Centers - Predominantly GSA/Public Building Service – Fully serviced Leases





What NCO 1 New England Procures – Major Small Business (SB) NAICS/PSC codes (FY 2013-2014)

- 492210 Local Messengers and Local Delivery R602
- 561210 Facilities Support Services – Janitorial S201
- 811219 Other (Medical) Electronic and Precision Equipment Repair and Maintenance J065
- 561410 Document Preparation Services (Transcription) R603
- 561990 Secure Document Shredding Services R614
- 562119 Regulated Medical Waste Collection and Disposal S222
- 541690 (Medical Physicist) Other Scientific and Technical Consulting Services R425
- 561320 Locum Tenens Q5__ and Q6__
- 339113 Furniture (Clinical) 6530, 337127 (Laboratory) 6640, 337211 (Office) 7110



How Does VA Buy? – Supplies

VA Inventory

Other Agency Excess

FPI/UNICOR

Ability One

Wholesale Supply (e.g. DLA fuel)

NAC Committed Use Contracts

GSA/FSS Schedule 65__ and 66__

NAC BPAs

VISN/local BPAs

Contracts without BPAs

Non-Mandatory Source:

Other FSS/BPAs, GWACs

IDIQs

VISN/regional IDIQs

Local IDIQs

Open Market



How Does VA Buy? – Services

- Ability One
 - FSS/BPAs
 - GWACs (SEWP V, Alliant)
 - FPI – Federal Prison Industries
 - Open Market**



Mandatory Contracts

- Federal Supply Schedule – VAAR 808.002 – FSC 65___ & 66___
- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- Medical-Surgical Prime Vendor (MSPV) Contract – (Small Business) Claflin, Warwick, Rhode Island
- Pharmaceutical Prime Vendor (PPM) McKesson (LB)
- NASA Solutions for Enterprise Wide Procurement (SEWP) (Hardware, Software, Services)
- VETS Government Wide Acquisition Contract (GWAC)



Forecast of Small Business Acquisitions – NCO 1 FY 2016 - 2017

- Medical Sharing
- Clinical Engineering
- Services
- Construction-related & FMS related-services
- Construction



2016-2017 Projects and Solicitations – Medical Sharing: POC: Branch Chief: Nicole Allen,

- VA241-16-Q-0042 Integrated Accredited Virtual Pharmacy Pharmacology Services – Telehealth – Weekends, Holidays, Evenings, Nights NAICS 561320 PSC Q517
- *Locum Tenens* NAICS 561320 Special Item Number (SIN) 621-I (GSA FSS)



2016-2017 Projects and Solicitations

Clinical Engineering (CE)

Branch Chief: Heather Simpson, Lorrie Baines

- VISN-wide Medical Equipment Repair - Repair, Refurbishment and Preventive Maintenance (PM): non-leased (non-rented) endoscopes. NAICS 811219 PSC J065 (multiple award)



Services 2016 – 2017

POC: Branch Chiefs Lorrie Baines, Heather Simpson

- Consolidated Multi-Media Broker and Advertising Services (Boston, Massachusetts) NAICS: 541810 PSC: R701 Single Award BPA/IDIQ
- Oncology - Tumor Board – Tumor Registry Multiple Award, Campus/VISN-wide NAICS: 541611 PSC: R499
- Elevator Repair and Preventive Maintenance, Greater Boston Health Care System , Contracting Officer, NAICS: 238290 PSC: N058
- Secure Laboratory Courier Services (specimens and supplies to/from CBOC's to VAMC Pathology Laboratory) – NAICS: 492110 PSC: V129



Transportation-related Services

- Valet Parking – NAICS 812930, PSC: V999 (Size Standard: \$38.5M)
 - VA241-15-R-0781, Providence, Rhode Island, single-award
 - West Haven, Connecticut, single award
- VA241-16-N-0003 Ambulance Services (Basic Life Support – BLS) West Haven, Connecticut NAICS 621910 PSC V225
- VA241-15-N-0680 Special Mode (Wheelchair) Transportation, Providence, Rhode Island, NAICS: 485991, PSC: V222 Single-award
- Ambulance Service (BLS & ALS – Basic & Advanced Life Support), Providence, Rhode Island, NAICS 621910, PSC: V225



2016-2017 Construction related Services (Service Contract Act (SCA) non-Davis Bacon)

- VA241-16-N-0034 VISN 1 VA Professional Industrial Hygienist (VPIH) for *in situ* Asbestos, Lead and Mold (Site Evaluation, Assessment Services, 3rd Party Oversight) NAICS: 541620 PSC: R428 (2016 – 2017) Multiple Award
- VISN 1 Water intrusion damage containment and mold containment, abatement and mitigation NAICS: 562910 Multiple Award
- Material Testing and Inspection, NAICS 541380 PS H399 Multiple Award, IDIQ
- Construction Commissioning Services NAICS 541330 PSC H245 Multiple Award, IDIQ



Construction-related Services Continued:

- (FAR 8 or FAR 13) BPA non-OI&T cable installation & Testing (“non-IT”: Bldg. Mgmt. Systems, Alarm Systems) (NAICS 238990 – coaxial) (NAICS 238210 – electrical and fiber optic)
- 2016-2017 Facilities Management Related Services (FMS)
 - VISN-wide Lead Paint Abatement, Mitigation, Removal (2016-2017) NAICS 562910 (multiple award)
- 2017
 - VISN-wide Polychlorinated Biphenyl (PCB) Abatement, Mitigation, Removal NAICS 562910 (multiple award)



Construction - 2016-2017 Projects, Solicitations and Acquisition Plans – NVSBE

Branch Chiefs: Mary Kay Chapman, Athena Jackson,
Bill Gavazzi, Deputy CAM

- The following Projects are open-market, *non-MATOC*, Solicitations, NAICS 236220
- VACAA and non-VACAA Projects (Veterans Accountability Choice and Access Act)



Construction

- 689-14-110 \$5M-\$10M VACAA - Electrical Deficiencies Phase II, West Haven, Connecticut, NAICS 238210
- 650-333 \$5M-\$10M Minor – Convert Harwood Center, Cranston, Rhode Island (2016-2017)
- 650-336 \$5M - \$10M Minor - Multi-story Parking Garage, Providence, Rhode Island (In AE design) (2016-2017) NAICS: 236220



NCO 1 Construction Continued

- 523-12-106 \$5M - \$10M Infrastructure Upgrade Tower, Jamaica Plain, Boston, Massachusetts, (VACAA)
- 523-12-121 \$5M - \$10M Build Stair Towers, Jamaica Plain, Boston, Massachusetts
- 650-337 \$5M - \$10M VACAA Minor - Construct Clean Core Addition (Surgical), Providence, Rhode Island



NCO 1 Construction Continued

- 608-314 \$5M - \$10M Minor – Construct Clinical Services Building, (2017), Manchester, New Hampshire
- 523-307 \$5M - \$10M Research Addition, Jamaica Plain, Boston Massachusetts
- 523-400 \$5M - \$ 10M Parking Garage, West Roxbury, Boston, Massachusetts



Where? Monitor the following web sites:

- Federal Business Opportunities Page
<https://www.fbo.gov> (“Open Market”)
- GSA eBuy System (GSA Advantage) (FAR 8 FSS)
<https://www.ebuy.gsa.gov>
- NASA SEWP V (FAR 16 GWAC) (h/w, s/w, IT Services)
<http://www.sewp.nasa.gov/>



Before Marketing to NCO 1 Consider your readiness in the following – **Consult your PTAC!**

- 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



Upcoming Small Business Events NCO 1 New England

- SBA – Manchester, New Hampshire Community College, SB Matchmaker December 4, 2015
- SBA – RI PTAC Construction Event, Bryant College, April, 2016
- NERC – North East Regional Council – SBA Annual Event, Portland, Maine, April 13 – 15, 2016.



Q&A

- Jerry Jacobs, DDOC Gerald.Jacobs@va.gov
- John Young, Procurement Analyst, SBL john.young2@va.gov
- Valuable web sites:
 - **A web-based tool “[Forecast of Opportunities](http://www.vendorportal.ecms.va.gov/eVP/FCO/co.aspx)” (Every Executive Agency is required to have a Forecast.) The VA tool is found at <http://www.vendorportal.ecms.va.gov/eVP/FCO/co.aspx>**
 - **Procurement Technical Assistance Center – State-by-state**
<https://www.sba.gov/tools/local-assistance/ptac>

Questions?