

# **Business Opportunities with VA Healthcare Upstate New York – VISN 2 Prosthetics and Sensory Aids Service**

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U.S. Department  
of Veterans Affairs



# VISN 2 Overview

- 6 Medical Centers:
  - *Albany VAMC*
  - *Syracuse VAMC*
  - *Canandaigua VAMC*
  - *Bath VAMC*
  - *Buffalo VAMC*
  - *Batavia VAMC*
- 32 CBOCs across VISN providing Primary Care and some specialty care
- Network Office –Albany





# VISN Realignment

- On January 26, 2015, Secretary of Veterans Affairs Robert A. McDonald revealed a plan to realign the Department of Veterans Affairs (VA) many organizational maps into one map with five districts. As part of the MyVA Realignment, the Veterans Health Administration (VHA) will also realign existing Veterans Integrated Service Networks (VISN) to fit with the five Department-level districts.
- Integration of VISNs 2 and 3: In the previous VISN structure New York State was split between 2 VISNs: VISN 2 headquartered in Albany, NY and VISN 3 headquartered in the Bronx. The Workgroup recommended consolidation of VISN 2 and VISN 3 to a newly integrated VISN that will be called VISN 2 and will be headquartered in Albany, NY with a satellite VISN office in Bronx, NY. This integration started on October 1, 2015 and full completion of the realignments will take many months.



# Overview

## Region

From Western New York to Albany, New York

## Facilities

- Buffalo, Bath, Canandaigua, Syracuse, and Albany VAMCs
- Rochester Outpatient Clinic and numerous CBOCs

## Primary Responsibilities:

- (1) Provide oversight of PSAS Program in VISN 2
- (2) Manage budget, FTEE, contracts, benefit programs, O&P clinical services, clinic team consultation, collaboration, and support, procurement and coordination of wide range of prescribed services and home durable medical equipment to meet medical needs, and maximize independence and quality of life



# VISN 2 PSAS

Mission: To provide Veterans with excellent O&P clinical care, timely administration of benefit programs, and prescribed quality devices, equipment, and services so Veterans can achieve their rehabilitative goals and highest level of independence

Primary objectives:

- (1) Clinical Team consultation, collaboration, and support
- (2) Facilitate Veterans meeting their medical needs, rehabilitation goals, and optimal level of independence
- (3) High level of customer satisfaction



# VISN 2 PSAS

## Who Procures:

- Orders under \$3,500: PSAS procurement staff
- Orders over \$3,500: Contracting staff, Network Contracting Office 2



# VISN 2 PSAS

## Ongoing Needs:

- Vendors that can ensure high quality home installations of ramps, vertical platform lifts, stair glides, ceiling lifts, etc.
- More devices on FSS:
  - Portable oxygen concentrators that can replace need for standard concentrators
  - Quality wheeled walkers, folding walkers
  - Medical/surgical shoes with insole system
  - Lung flute
  - Blind aids
  - Room humidifier
  - Bariatric commodes
  - CPAP masks





# VISN 2 PSAS

## Ongoing Needs Continued:

- Ability to purchase some FSS items individually rather than in bulk: bath seats, commodes, canes, crutches, etc.
- Federal Supply Schedule (FSS) Blanket Purchase Agreements (BPAs)





# VISN 2 PSAS

## Challenges:

- Vendors losing orders or reporting non-receipt of orders
- Vendors with delays answering phone and/or telephone maize that causes delays & inefficiency for VA staff
- Products not on Federal Supply Schedule
- Vendor staff unfamiliar with or without access to FSS contract



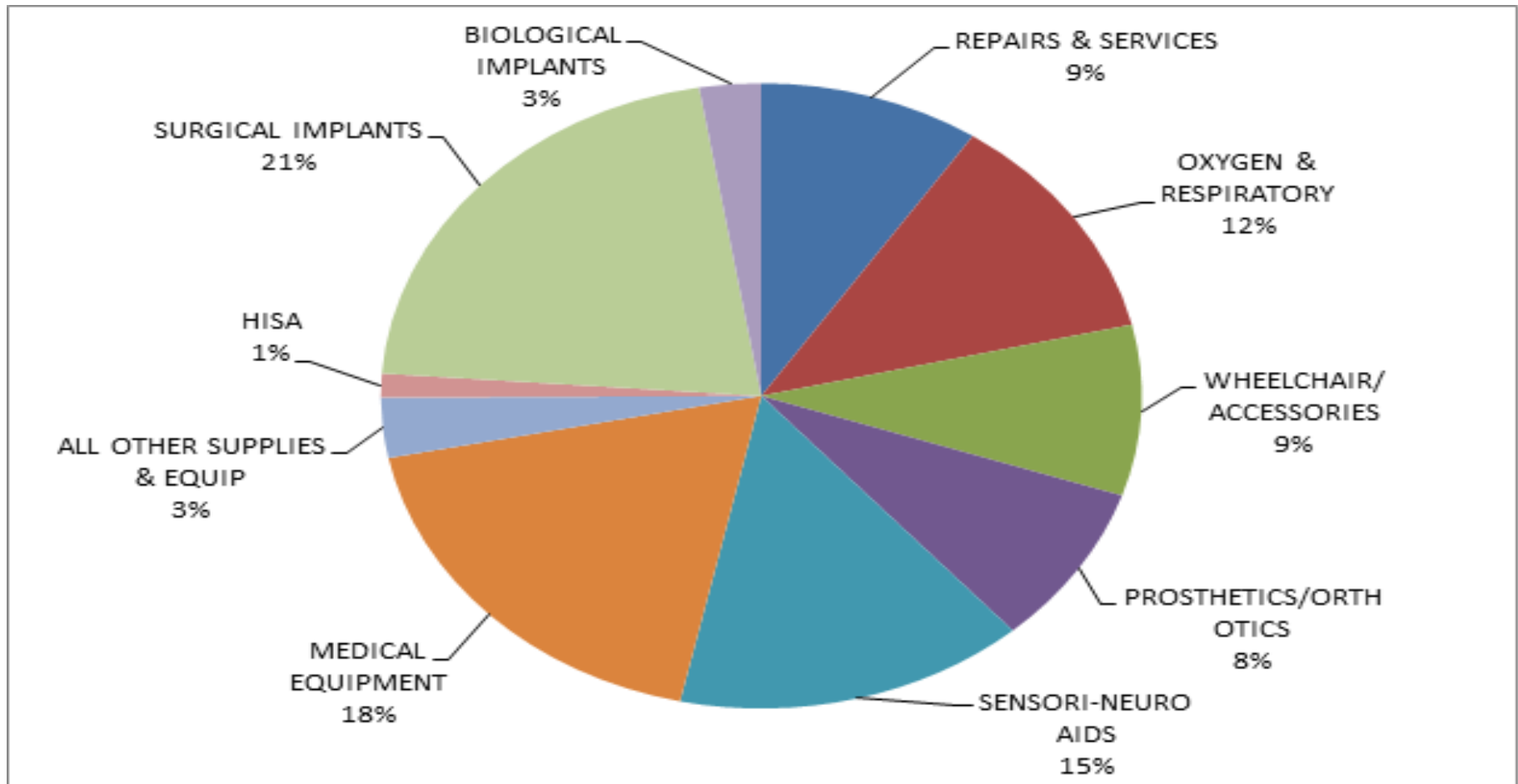
# VISN 2 PSAS

## Challenges:

- Ensuring quality home installation of equipment like ceiling lifts, modular ramps, stair glides, vertical platform lifts, etc.
  - ❖ Getting work done right the first time with high level of customer satisfaction
  - ❖ Receiving documentation of training provided
- Companies that want to provide DME or home oxygen services but lack ability to comply with JC Standards



# VISN 2 PSAS FY 15 Total Cost Breakdown





# How Can You Help Us?

## Past Approach/Needs:

- Delivery and set-up of durable medical equipment
- Home oxygen services
- Eyeglasses
- O&P services

## Future Approach:

- Prime vendor for inventory
- EDI and other options to increase ordering efficiency
- Options to ensure quality major home installations



# Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/ Finished
VA528-12-0090 VA528-12-0092 VA528-12-0093	DME Services	\$421,048 annual	American Homecare Finger Lakes Mobility Tri-County Homecare	4/4/2012 – 4/4/2016
VA528-P-3928	Eyeglasses	\$2,568,539 annual	Winston Salem Industries	1/1/2005 – 1/1/2016
VA528-13-D-0011	Home Oxygen	\$3,876,462 annual	Apnea Care	12/1/2012– 5/31/2018
VA528-14-D-0084 Thru 0098, 0110- 0111	Orthotics and Prosthetics Appliances and Services	\$3,145,471 annual	17 contractors in 48 locations	6/1/2014 – 5/31/2019



# Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
DME	Delivery & set-up of durable medical equipment in Veterans' homes	VISN contract	April 2016	\$421,048 annual
Ramps	Install modular ramps at Veterans' homes	VISN BPA	January 2016	\$780,000 annual



# How Does PSAS Procure?

## Under \$3,500:

- PSAS staff procure using the procurement priorities outlined in VA Acquisition Regulations 808.002

## Over \$3,500:

- Contracting procures





# Points of Contact

## Contracting Officer Points of Contact

### DME and O&P contracts:

Deborah Heckman, (716) 862-6391

[Deborah.Heckman2@va.gov](mailto:Deborah.Heckman2@va.gov)

### Home Oxygen Contract:

Lauren Helming, (585) 393-7590

[Lauren.Helming@va.gov](mailto:Lauren.Helming@va.gov)

### Eyeglass Contract:

Delene Kendrick, (585) 297-1460, ext. 72474

[Delene.Kendrick@va.gov](mailto:Delene.Kendrick@va.gov)

## PSAS Point of Contact

Douglas Williams, (716) 862-8686

[Douglas.Williams1@va.gov](mailto:Douglas.Williams1@va.gov)

# How to Do Business with VA Healthcare Upstate New York – VISN 2 Network Contracting Office (NCO) 2

*Cheryl Brimmer  
Branch Chief, Services Team*

*Allan Preston  
Branch Chief, Supply Team*

*Stephanie French  
Small Business Specialist*



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# Who Procures?

- Network Contracting Office 2 - above the Micro Purchase Threshold
- Logistics & Prosthetics (Medical Center) - below the Micro Purchase Threshold
- Purchase Card Holders - below the Micro Purchase Threshold



# 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.



# What NCO 2 Procures for VISN 2

## Top NAICS Codes (By Small Business Spend):

- 236220 - Commercial and Institutional Building Construction
- 339113 - Surgical Appliance and Supplies Manufacturing
- 623110 – Nursing Care Facilities (Skilled)
- 339112 - Surgical and Medical Instrument Manufacturing
- 532291 - Home Health Equipment Rental
- 561320 – Temporary Help Services
- 541519 - Other Computer Related Services
- 238220 – Plumbing, Heating and Air Conditioning Contractors
- 238210 - Electrical Contractors
- 532420 - Office Machinery and Equipment Rental And Leasing
- 541330 – Engineering Services
- 541310 - Architectural Services



# How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Open Market
- Full & Open Competition after exclusion of sources (Small Business Set Asides)
- Full & Open Competition (Unrestricted - open to all contractors)



# Small Business Programs

In Order of Priority:

- 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 (HUB) Zone Set-Asides (FAR 19.13) **OR**
- Woman Owned and Economically Disadvantaged Woman Owned Small Business Set Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)





# Mandatory Contracts

- Federal Supply Schedule (FSS)
- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- Medical-Surgical Prime Vendor (MSPV)
- Pharmaceutical Prime Vendor (PPV)
- Subsistence Prime Vendor (SPV)
- NASA Solutions for Enterprise Wide Procurement (SEWP)
- VETS Government Wide Acquisition Contract (GWAC)



# Where to Find Procurement Opportunities

- Federal Business Opportunities (FBO)
  - [www.fbo.gov](http://www.fbo.gov)
  - Open market requirements above \$25,000 are posted on FBO
  - Sources Sought Notices posted here
  - Vendors can register to receive email notifications of opportunities
  - Provides points of contact for procurements



# Where to Find Procurement Opportunities

- GSA eBuy
  - <https://www.ebuy.gsa.gov>
  - Requirements being ordered against FSS are posted on eBuy
  - Only FSS Schedule Holders have access
  - RFQ, RFP and Sources Sought Notices posted here
  - Provides points of contact for procurements



# Where to Find Procurement Opportunities

- NASA SEWP (IT Procurements)
  - <http://www.sewp.nasa.gov/>
- VA Forecast of Contracting Opportunities
  - <https://www.vendorportal.ecms.va.gov/eV/P/fco/FCO.aspx>
- SBA's SUB-Net (Subcontracting Opportunities)
  - [www.sba.gov/subnet](http://www.sba.gov/subnet)



# How Can You Help Us?

- Understand basic federal procurement regulations and processes
- Registration in System for Award Management (SAM) and VetBiz (if a Veteran)
- Check Fed Biz Opps (FBO) and eBuy websites frequently
- Respond to sources sought notices if interested
- Follow instructions in solicitation documents
- Sharpen your pencil – competitive pricing!



# Before Marketing to VA

- Register in SAM: <https://www.sam.gov/portal/SAM/>
- SDVOSBs and VOSBs must be verified on VetBiz: <https://www.vip.vetbiz.gov/Public/Register/Register.aspx>
- Ensure your Reps and Certs in SAM are up to date and include NAICS codes in which you hold expertise
- Do you accept credit cards/electronic funds transfers?
- Do you have a website/email address?
- Do you have a GSA/FSS contract?
- Do you have other certifications (HUB Zone, 8(a), etc.)?
- Take Advantage of Capacity Building resources: (e.g. PTAC, SBA, etc.)



# How to Market to NCO 2

- Contact VISN 2's Small Business Liaison
- Make appointments with end users (may not discuss active procurements)
- Bring copies of capabilities statement
- Bring list of previous contracts and references





# NCO 2 Point of Contact

Stephanie French

Small Business Specialist

315-425-4854

[Stephanie.French@va.gov](mailto:Stephanie.French@va.gov)



# Q&A

## QUESTIONS?

Thank you for your interest in working with VA  
VISN 2!