

Business Opportunities with Waste Management and Sustainability

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U.S. Department
of Veterans Affairs



Overview

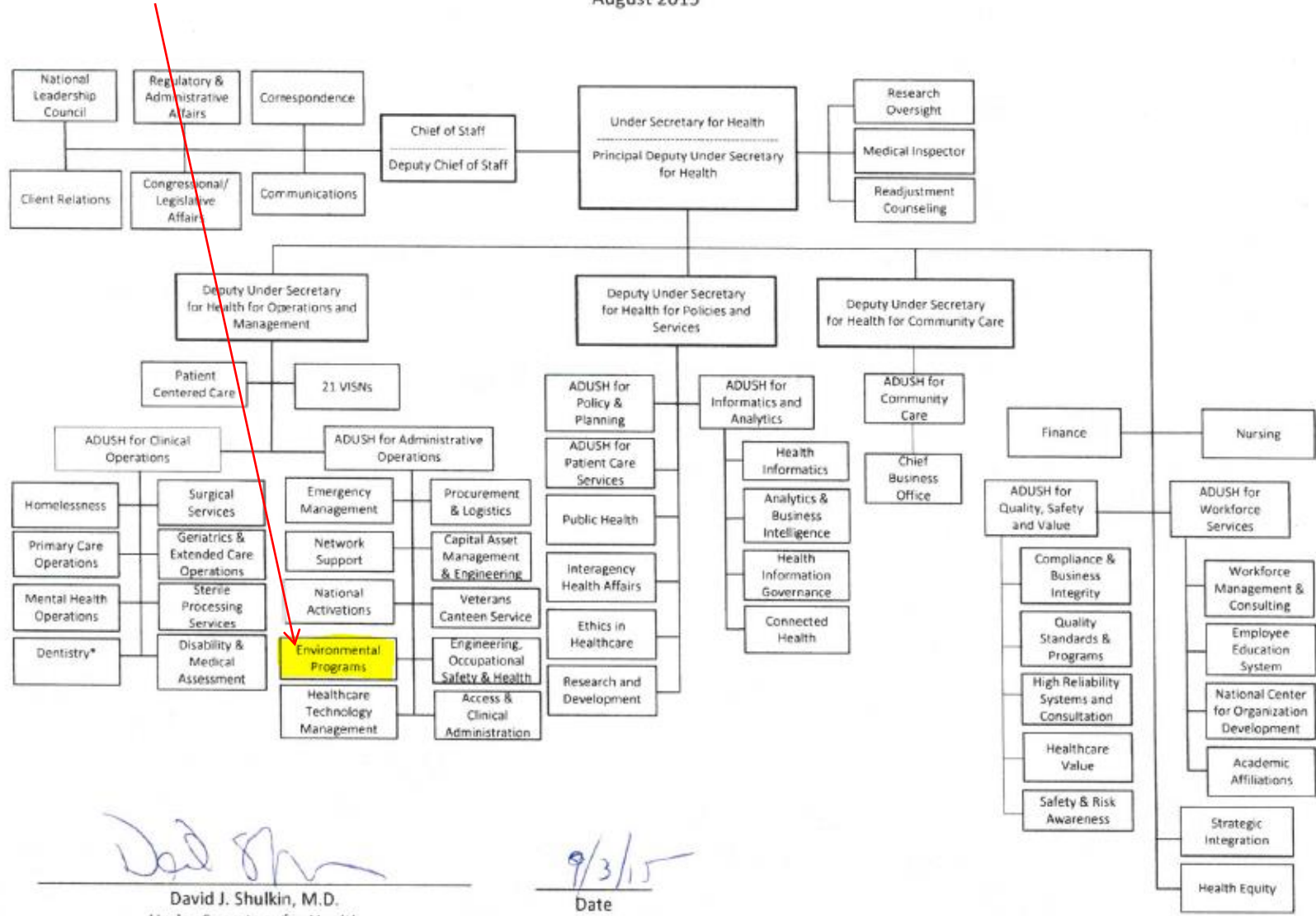

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Program Manager, Environmental Programs
Service (10NA7)

Veterans Health Administration (VHA) Office of
the Deputy Under Secretary for Health for
Operations and Management

EPS Reporting Structure

Veterans Health Administration
August 2015

David J. Shulkin, M.D.
Under Secretary for Health

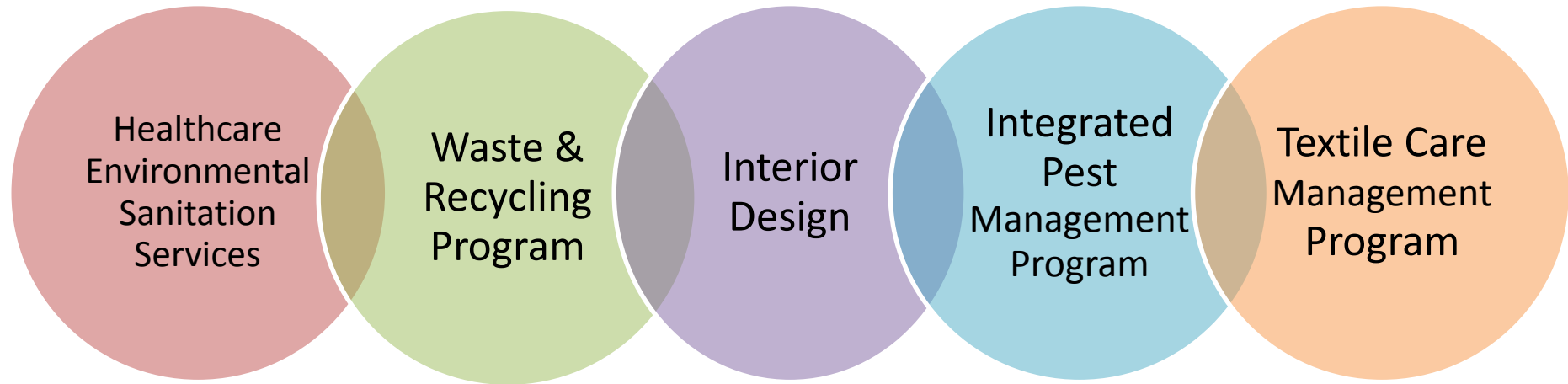
9/3/15

Date

*Assistant USH (per PL 112-283)



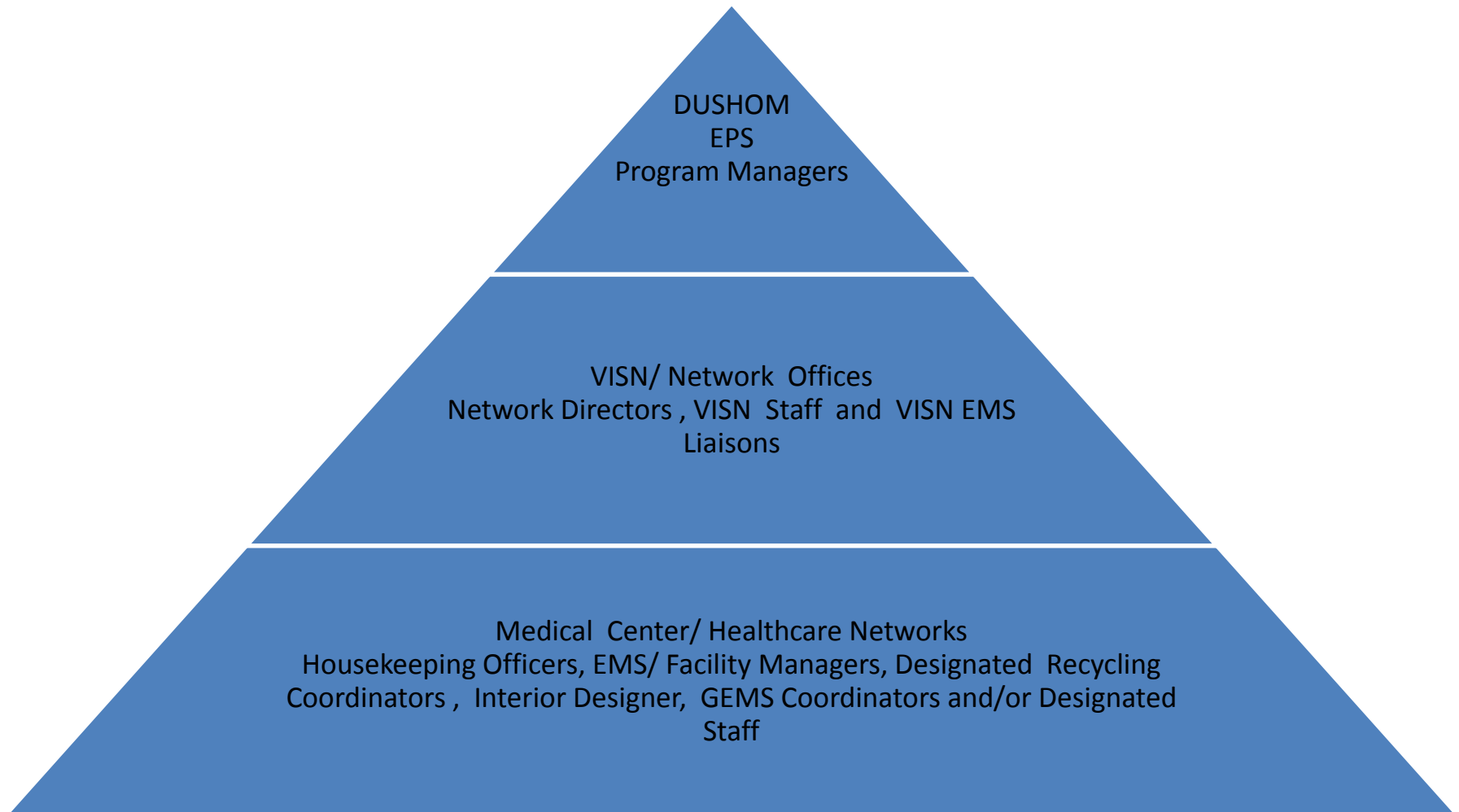
What does EPS do?



Our Mission: *To honor, comfort and protect Veterans by developing and guiding innovative Improvements in Healthcare Environmental Sanitation, Textile Care, Pest Management, Interior Design and Waste Management & Recycling Programs that exemplify VA's core values and characteristics*



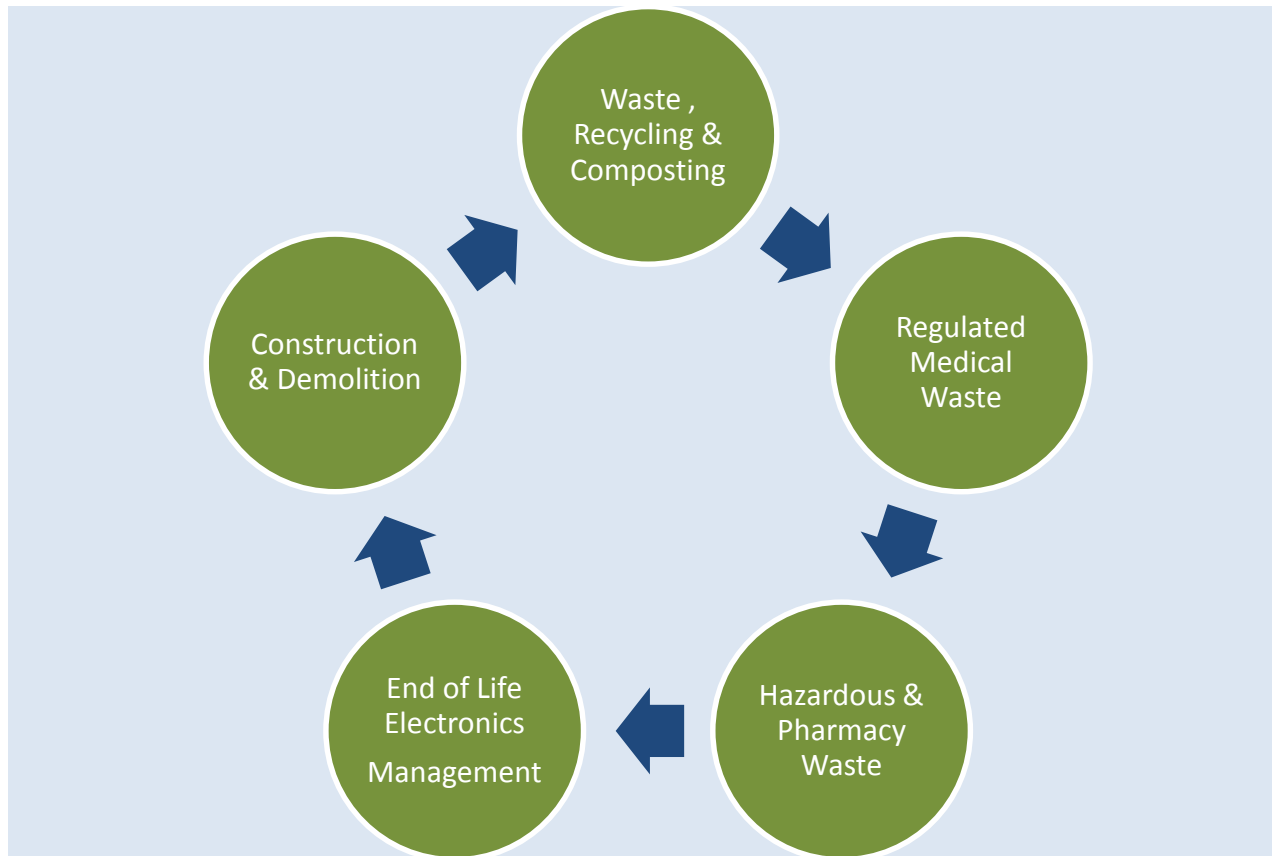
Management Operation and Reporting Structure:





Key Objective

To maintain each medical center and affiliated spaces in a state of physical and biological cleanliness and to promote an aesthetically pleasing, safe, and healthy environment while advancing VA's goals toward environmental sustainability.





Primary NAICS

- 314910 – Textile Bags and Canvas
- 325611 – Soap and Other Detergent Manufacturing
- 337214 – Office Furniture Manufacturing
- 423850 – Service Establishment Equip & Supplies Merchant Wholesalers
- 424690 – Other Chemical and Allied Products Merchant Wholesalers
- 561710 – Exterminating and Pest Control Services
- 562111 – Solid Waste Collection
- 562112 – Hazardous Waste Collection
- 562119 – Other Waste Collection
- 562290 – Materials Recovery Facilities/Recycling
- 812331 – Linen Supplies



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.



How Can You Help Us?

Past Approach:

- Textile Products, Uniforms & Laundry Chemicals
- Laundry Equipment
- Sanitation Supplies & Equipment
- Pest Management Services & Supplies
- Waste/Recycling Services and Supplies
- Waste Management Equipment (i.e. Compactors, Dumpsters, Treatment and Collection Units)
- Personal Protective Equipment (PPE)



How Can You Help Us?

Future Approach:

- Identify sources to acquire products with recycled content
- Identify companies that provide services related to these materials
- Standardization of technical requirements and branding the “expectations” of VA
- Systematically and uniformly evaluate Waste Management and Recycling Program Facility Operations for compliance and efficiency



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
Waste Tracking System Contract	Track waste generation, cost avoidance and recycling	\$65,000	Practice Green Health	2 year contract with 3 option years Awarded FY13
Task Frequency Analysis (TFA) Contract	Baseline sanitation data for cleaning in accordance with ISSA standards	\$780,000	Alvarez & Associates, LLC	1 year contract Awarded FY14



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
On-site Regulated Medical Waste (RMW) Treatment systems	To provide equipment to treat and process RMW at VAMC	\$48,000,000.00	Sanipak ,Inc. Redbag, Inc. eStrategy/One Salute	1 year contract with 3 option years Awarded FY14



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
GSA Jan/San Federal Strategic Sourcing Initiative	Provides 17 different Jan/San Commodities to VHA. This GSA Initiative is across all Federal Agencies. The 17 commodities are mandatory in VHA!	\$56,800,000.00	<ul style="list-style-type: none"> -Acuity Specialty Products -Ansley Business materials of Chicago -Capitol Supply -CAPP Inc. -Document Imaging Dimensions Inc. -Global Procurement Solutions Inc. -Independent Stationers Inc. -Noble Supply & Logistics -Premier & Companies -Shelby Distributors -Staples Advantage dba Staples -Sterling Business Machines -Supplies Now Inc. -The Office Group Inc. dba Stephens Office Supply -TSRC, Inc. dba Frank Parsons Co. – The Supply Room -W.W. Grainger Inc. -WECsys LLC -Wigglesworth Enterprises Inc. 	<p>Awarded October 2014. 1 year contract with 4 option years.</p> <p><u>Commodity Categories</u></p> <ol style="list-style-type: none"> 1. Cleaning Compounds and related dispensers 2. Non-Motorized Cleaning Equipment 3. Paper products and related dispensers 4. Motorized Floor Cleaning Equipment



Current/Past Awards

Name of Contract	Description	Incumbent	Start Date	Expiration Date
Plastic Bags	High performance General Purpose Liners, TRC Can Liners, General Purpose Liners Extra heavy Duty, Isolation bags Infectious waste, Trash bags,	ENVISION 2301 S. Water Wichita, KS 67213	5/15/2003	5/14/2018
Twist and Fill	Cleaner, Degreaser, Carpet Pretreatment, Stripper Concentrate, General Purpose Cleaner, Scotchguart Concentrate, Deodorizer, Extraction Concentrate, Heavy Duty Multi-Surfact Cleaner, Bathroom Cleaner, Sanitizer Cleaner, Glass Cleaner	Beacon Lighthouse Inc. 300 Seventh Street Wichita Falls, Tx 76301	11/15/2007	11/14/2017
Waterless Alcohol Based Hand Sanitizer (Foam)	Instant hand Wash Sanitizer, Foam Soap Dispenser	Travis Association for the Blind 2307 Business Center Drive Austin, TX 78744	4/1/2009	3/31/2019
Waterless Alcohol Based Hand Sanitizer (Gel)	Purell Original, Purell Aloe, Purell Dispenser, GOJO Wall Dispenser	Travis Association for the Blind 2307 Business Center Drive Austin, TX 78744	3/15/2009	3/14/2019



Current/Past Awards

Name of Contract	Description	Incumbent	Start Date	Expiration Date
Wexford Chemical Dispenser w/Chemicals	Wexcide, Neutral Cleaner, Heavy Duter Cleaner, Glass Cleaner, Q-64 and Dilution Bt	RC Consolidated Services 7010 Penny Court Rancho Cucamonga, CA 91739	1/14/2008	1/13/2018
J&J Wax Chemical Dispenser w/Chemicals	Floor & general purpose, Disinfectant and germicide, Restroom care products, Ordor Control Products, Specialty Surface Cleaners, Floor Care products, Chemical Management Systems	America Sanitary Products 415 Headquarters Drive, Suite 3 Millersville, Md 21108	1/1/2008	12/31/2018
Mopheads Wet Dust	Mopheat Wet, Mophead Dust	New York City Industries for the Blind, Inc. 3611 14th Avenue Brooklyn, NY 11218-3750	10/14/1999	10/13/2014
Floor Pads	Aqua Burnish pad, Topline Speed Burnish Pad, Natural Blend White pad, Tan Burnish pad, White Spuer Polish pad, Buffer pad, Pre-Burnish Pad, Red Buffer pad, Blue Cleaner pad, Brown Stripper pad, Black Stripper pad, High Productivity pad	Beacon Lighthouse Inc. 300 Seventh Street Wichita Falls, Tx 76301	5/1/2000	7/31/2014



Current/Past Awards

Name of Contract	Description	Incumbent	Start Date	Expiration Date
Facial Tissue	Facial Tussies	L C Industries, Signature Works Division One Signature Drive Hazlehurst, MS 39083	6/1/2004	5/31/2019
Microfiber Mops	Easy Scrub Flat Mop, Blur Wet Mop, Yellow Dust Mop	New York City Industries for the Blind, Inc. 3611 14th Avenue Brooklyn, NY 11218	6/1/2008	5/31/2016
Chemicals (Housekeeping)	Biorenewable Glass Cleaner,	Vision Corps 244 North Queen Street Lancaster, PA 17603	10/1/2008	9/31/2018
Skin Cleansing Products (Geo-Med)	Health Care Personnel Handwash, liquid or Foam, Antimicrobial, Non-Medicated Lotion Handwash Luquid or Foam, Health care Personnel Hand Lotion, Health care Bath, Body and Shanpoo	Geo-Med, LLC 478 E. Altamonte Drive Altamonte Springs, FL 32701	10/1/2011	9/30/2016
Skin Cleansing Products (Gojo)	Health Care Personal Hand Wash, Liquid or Foam, Antimicrobial, Non-Medicated Lotion handwash, Health care Personnel Hand Lotion, Health Care Personnel hand Lotion	GOJO Industries, Inc. P.O. Box 991 Akron, OH 44309- 0991	10/1/2011	9/30/2016



Current/Past Awards

Name of Contract	Description	Incumbent	Start Date	Expiration Date
Skin Cleansing Products (Steris)	Health Care Personnel Handwash, liquid or Foam, Antimicrobial, Non-Medicated Lotion Handwash Luquid or Foam, Health care Personnel Hand Lotion, Health care Bath, Body and Shanpoo	Steris Corporation 5960 Heisley Road Mentor, OH 44060	10/1/2011	9/30/2016
Disposal Containers	Disposal Container Biohazard, Table Top, Floor, Sharps Collection Container	Becton Dickinson and Company 1 Becton Drive (MC 242) Franklin Lakes, NJ 07417	9/1/2011	8/31/2016
Paper, Patient Exam	Patient Examination Table (125, 150, 500 Feet)	Cincinnati Assocoation for the Blind 2045 Gilbert Avenue Cincinnati, OH 45202	9/1/1994	6/30/2018
Wall Clocks		The Chicago Lighthouse for People Who are Blind 1850 West Roosevelt Road Chicago, IL 60608	9/20/1999	9/19/2018



Opportunities Forecast 2016-2017

Ongoing Requirements

Pest Contracts	Assorted Textiles and Sanitation Quality Assurance Tools	Interior Design / Project Management Services
Patient Effects Storage and Control	Task Frequency Analysis	Healthcare Furniture
Sanitation Services (Administration areas)	Recycling Services	Janitorial and Sanitation Products



Current Focus

- Promoting Waste Management & Recycling Programs
- Quality Assurance Tools and Measurements
- EVD and high consequence infections or other special pathogens
- Standardizing processes:
 - Waste Minimization and Compliance Reporting
 - Bed Management Solution
 - Green Purchasing
 - Waste Treatment Equipment and Collection Systems



Q&A

If you have an idea of how EPS can partner with your Veteran-Owned Small Businesses (VOSBs) or if you have questions please contact us at:

VHAEPsvosbops@va.gov

<http://vaww.vhaco.va.gov/EPS/default.asp>

Questions?