

How to Do Business with NCO8 Contracts Prosthetics Team (CPT)

KAWAN AFRE

Division Chief, Prosthetics & Commodities

Network Contracting Office [NCO] 8



U.S. Department
of Veterans Affairs



Overview

- Kawan Afre
- NCO8
- Responsibilities:

Oversee compliant and timely acquisitions within my division, in support of the VA Sunshine Healthcare Network, Veterans Integrated Service Network (VISN) 8.



Acquisitions and Contractual Authority

Per FAR

1.602 Contracting officers.

1.602-1 Authority.

(a) Contracting officers have authority to enter into, administer, or terminate contracts and make related determinations and findings. Contracting officers may bind the Government only to the extent of the authority delegated to them. Contracting officers shall receive from the appointing authority (see [1.603-1](#)) clear instructions in writing regarding the limits of their authority.

Information on the limits of the contracting officers' authority shall be readily available to the public and agency personnel.

(b) No contract shall be entered into unless the contracting officer ensures that all requirements of law, executive orders, regulations, and all other applicable procedures, including clearances and approvals, have been met.

Certificate of Appointment
Under authority vested in the undersigned and in conformance with
Subpart 1.6 of the Federal Acquisition Regulation
Kawan Afre
is appointed
Contracting Officer
for the
United States of America



NCO8 CPT

Mission: Conduct timely & quality acquisitions in support of the Prosthetics and Sensory Aids Service [PSAS] across VISN 8.

Primary Objectives:

- Support the PSAS mission of providing compliant acquisitions that effect timely and quality health care to Veterans.
- Effectively manage resources to maximize program outcomes while complying with applicable statutes, regulations and policies.

Primary Challenges:

- Vendor community synchronizing invoices to awards for prompt payment, i.e. line item or total cost, shipping cost, etc.
- Communicating opportunities to our commercial providers to ensure maximum competition and participation.
- Matching requirements to our commercial partners capabilities (i.e. Nonmanufacturer Rule).



Organizational Structure

- Department of Veterans Affairs (VA)
- Veterans Health Administration (VHA)
- Procurement & Logistics Office (PLO)
- Service Area Office East (SAOE)
 - NCOs 1-8
- Network Contracting Office 8 (NCO8)
 - Eight (8) Medical Centers [VA Caribbean, Miami, West Palm Beach, Orlando, Tampa, Bay Pines, & North Florida/South Georgia]



How Can You Help Us (and yourself)?

- Consider participation in the Federal Supply Schedule (FSS) Program, GSA and/or NAC.
- Monitor for opportunities via the sites identified in next slide.
- Ensure your entities information is current in SAM and other applicable databases.
- Maintain **ACTIVE** Registration with [VETBIZ](#) via the Center for Verification and Evaluation (CVE), and Dun & Bradstreet for DUNS number.
- Review the entire solicitation requirements.
- Clearly communicate company's capabilities.
- Ensure Industry Specific Licenses, Registrations, etc., remain accurate and current.
- Ensure you provide requested documentation [particularly full item descriptions with model number, size, serial number, etc.; good POC; HCPC (Healthcare Common Procedure Code); delivery and warranty details].
- Pay close attention to evaluation criteria/factors.
- Ensure to complete Schedule/Price.
- Accept Government Credit Card.
- Obtain Federal Procurement Data System ([FPDS](#)) Account.
- Respond to Request for Information (RFI)/ Sources Sought announcements.



Locating Contracting Opportunities

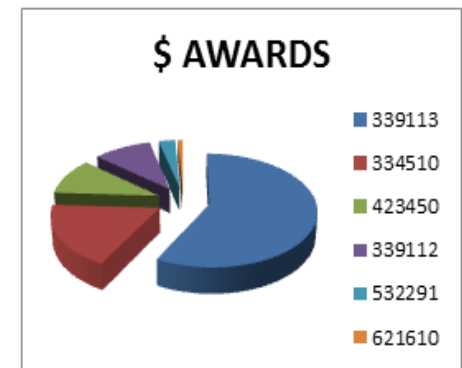
- GSA eBuy
<https://www.gsaadvantage.gov/advantage/login/eBuyLogin.do>
- NASA SEWP
<http://www.sewp.nasa.gov/>
- Federal Business Opportunities (FBO)
<https://www.fbo.gov/>
- **VA Forecast of Contracting Opportunities (FCO)** presents best estimates of procurement opportunities expected for forthcoming fiscal years. Each federal agency produces a FCO; all information is published for planning purposes only. Learn more at <https://www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx>. For help with VA FCO, email VA Acquisition Help Desk at VA.Acquisition.Systems@va.gov.



NCO8 CPT Top Award NAICS*

- 339113 – Surgical Appliance and Supplies Mfg. - \$50.9M
- 334510 – Electromedical and Electrotherapeutic Apparatus Mfg. - \$16.0M
- 423450 – Medical, Dental & Hospital Equipment/Supplies Merchant Wholesalers - \$9.3M
- 339112 – Surgical and Medical Instruments Mfg.- \$8.8M
- 532291 – Home Health Equipment Rental - \$2.5M
- 621610 – Home Health Care Services - \$.7M

* NAICS – North American Industry Classification System (U.S. Census Bureau)





CURRENT and FUTURE OPPORTUNITIES

| REQUIREMENT | LOCATION | EST. VALUE | ANTICIPATED TIMEFRAME |
|---------------------------|-----------------|-------------------|------------------------------|
| ARTIFICIAL LIMBS | VISN-WIDE | \$60 Million | 3 rd Quarter 2016 |
| DURABLE MEDICAL EQUIPMENT | VISN-WIDE | \$20 Million | 2 nd Quarter 2016 |
| HOME OXYGEN | TAMPA | \$4 Million | 2 nd Quarter 2016 |
| HOME OXYGEN | ORLANDO | \$5 Million | 2 nd Quarter 2016 |
| HOME OXYGEN | MIAMI | \$6 Million | 4 th Quarter 2016 |



How Does NCO8 CPT Buy?

- Required Sources of Supplies and Services
Federal Acquisition Regulation (FAR) Part 8
VA Acquisition Regulation (VAAR) Part 8
- VA Mandatory Contracts
Federal Supply Schedules (FSS) Contracts Awarded by the
National Acquisition Center (NAC) in Federal Supply
Classification (FSC) 65 and 66
- VA Strategic Sourcing Contracts/Blanket Purchase
Agreements (BPA)
- Veterans Benefits, Healthcare and Information Technology
Act of 2006 (VETS First – Public Law 109-461)
- Full & Open Competition after exclusion of sources (Small
Business Programs)
- Full & Open Competition (Open to all vendors)



Who do You Contact?

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Phone – 407/982-6238

Kawan Afre – NCO8 Division Chief, Prosthetics and
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Derrick Williams – NCO8 Small Business Liaison (SBL)

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Q&A

