

How to Do Business with [Prosthetic & Sensory Aids Service (PSAS)]

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of Veterans Affairs



Overview

- VISN Prosthetic Manger
- VISN 8
- Oversight of VISN 8 PSAS





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.

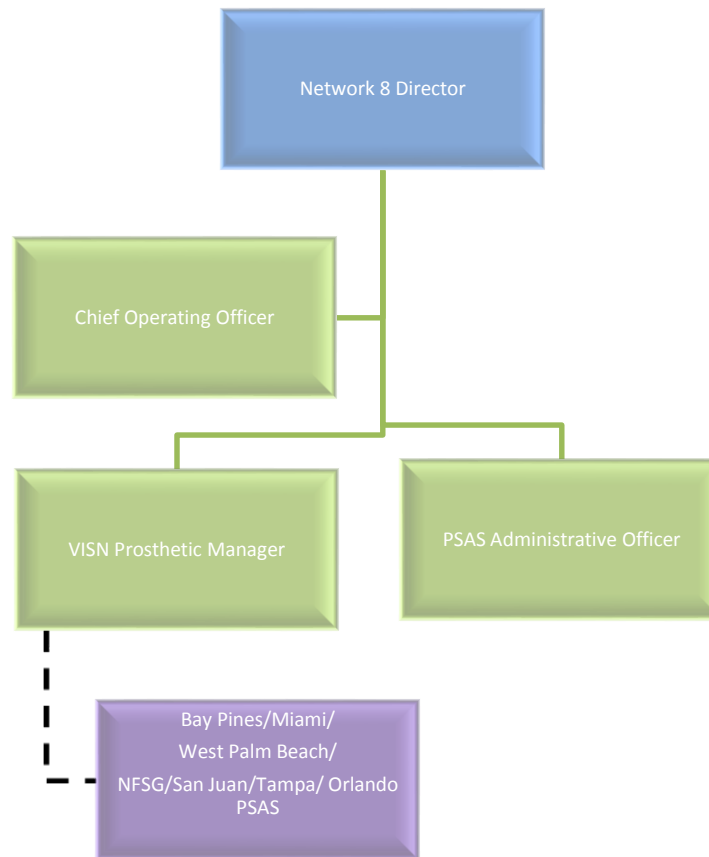


VISN 8 Prosthetic & Sensory Aids Service (PSAS)

- **Mission:**
 - To provide comprehensive support to optimize health and independence of the Veteran
- **Primary Objectives and Challenges**
 - Provider of choice for Veterans in need of PSAS
 - Provide timely quality care to Veterans and their caregivers
 - Partner with internal and external stakeholders to address processes and issues affecting our Veteran population
 - Continually strive for excellence, embrace opportunities for improvement, strategic sourcing processes and
 - Effectively manage resources to maximize program outcomes while complying with applicable policies and regulations.
 - Providing service to Veterans in rural areas
 - PSAS prescriptions based on clinical requirements



VISN 8 PSAS Structure





Who Procures?

- PSAS employees
 - Clerks
 - Purchasing staff
 - Inventory staff
- Contracting Employees
 - Contract Specialists
 - Contracting Officers



How Can You Help Us?

- **Past Approach**

- Varies (FSS, Facility and National mandated contracts, open market) procurements for durable medical equipment, sensory-neuro aids, implants etc.

- **Future Approach:**

- Explore more contracting vehicles such as VISN/Regional contracts, BPAs, MSPV etc.



What VISN 8 PSAS Procures?

- 339113-Surgical Appliance and Supplies
- 333314-Optical Instrument and Lens Manufacturing
- 423450-Medical, Dental and Hospital Equipment
- 423460-Ophthalmic
- 532291-Home Health Equip. Rental



Small Business Programs

- 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 (HUBZone) Set-Asides (FAR 19.13) OR
- Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)



How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Full & Open Competition after exclusion of sources (Small Business Programs)
- Full & Open Competition (Open to all vendors)



Mandatory Contracts

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



Where to Submit?

- Federal Business Opportunities Page
- GSA eBuy System
- NASA SEWP



Before Marketing to VISN 8 PSAS

- 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



How to Market to VISN 8 PSAS

- Contact Derrick Williams
- NCO & Direct Access Events



Q&A

- Onunna Anyiwo or Triscia Weakley
- www.prosthetics.va.gov

Questions?