

Business Opportunities with Prosthetics

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VISN 15 Prosthetic Representative

VISN 15 Network Office



U.S. Department
of Veterans Affairs



Overview

- VISN 15 PROSTHETIC REPRESENTATIVE (VPR)
- VISN 15 NETWORK OFFICE
- Oversight and guidance on Prosthetic matters for the VISN.



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.



PROSTHETIC PROGRAM

The mission of Prosthetic & Sensory Aids service is to provide comprehensive support to optimize health and independence of the Veteran.

Primary Objective is provide items and services in a cost effective, timely manner to the Veteran.

Primary NAICS codes associated with our procurements include 621610, 339115, 339113, 423450, 316210.



How Can You Help Us?

- **Past Approach**
 - VOSB provide a number prosthetic/rehabilitation items.
 - Identify items on FSS.
 - Utilize vendors that are SDVOSB and/or VOSB when possible for VISN Prosthetic contracts and micro purchases.
 - 2015 Awarded Durable Medical Equipment Delivery Contract to VOSB.
 - 2015 Awarded Home Oxygen Contract to VOSB.
- **Future Approach:**
 - Continue to utilize vendors that are SDVOSB and/or VOSB to meet the needs of the veterans when possible.



How Can You Help Us?

VISN 15 is always looking for Small Businesses who partner or distribute for Large Businesses and provide required items at Fair Market Prices. The following are a few examples we're looking for:

- COCHLEAR AMERICAS CORPORATION
- EDWARDS LIFESCIENCES LLC
- EV3 INC.
- HOWMEDICA OSTEONICS CORP
- INVACARE CORPORATION
- MAQUET CARDIOVASCULAR US SALES LLC
- PRIDE MOBILITY PRODUCTS CORPORATION
- SUNRISE MEDICAL (US) LLC
- W. L. GORE & ASSOCIATES, INC
- ZOLL LIFECOR CORPORATION
- ZOLL SERVICES LLC



Current/Past Awards

Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
DME Contact	Delivery of VA Owned Equipment		Home Care Equipment	Oct/2014 thru Sept/2019
Home Oxygen	Home Oxygen Services		Home Care Equipment	April/2015 thru March/2020
Artificial Limbs	Provision of Artificial Limbs		12 ABC or BOC Certified Prosthetic Vendors	June/2011 thru May/2016
Eyeglasses	Provision of Eyeglasses and onsite Optician services		Barnett & Ramel	Dec/2006 thru (currently on extension pending new contract.)



Opportunities Forecast 2016-2017

Requirement	Description	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed	Range of Value \$
Artificial Limbs	Provide custom artificial limbs to veterans in their community.		2016	\$35-45M
Eyeglasses & Optician Services	Eyeglasses & Optician Services		2016	\$14-18M



Additional Info & Resources

All VA contract requirements over \$25,000.00 for supplies and for services are listed on the VA Forecast of Contracting Opportunities.

CMOP FCO site:

<https://www.vendorportal.ecms.va.gov/eVP/FCO/VisnSearch.aspx?ID=14&Type=Visn>

NCO-15 FOC site:

<https://www.vendorportal.ecms.va.gov/eVP/FCO/VisnSearch.aspx?ID=15&Type=Visn>

Federal Business Opportunities (FBO) is commonly used for our solicitations so check those sites regularly.

FBO: <https://www.fbo.gov>

GSA: <http://www.gsa.gov>

GSA eBuy:

https://www.gsaadvantage.gov/advantage/ebuy/start_page.do?app=ebuy&source=elibrary



Q&A

Questions?

Additional Small Business Contact:

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Small Business Liaison

NCO 15 Contracting Activity

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