

How to Do Business with Program Contracting Activity Central (PCAC)

Richard Dahmen
Director of Contracting
PCAC



U.S. Department
of Veterans Affairs



Overview

- Richard Dahmen, Director of Contracting
- Program Contracting Activity Central (PCAC)
- Manage contracting activities for several offices (to be named)



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.



Program Contracting Activity Central

- **Mission:** Provide dedicated, comprehensive, highly technical program level contracting support to serve our Veterans.
- **Vision:** Striving to provide a seamless contracting experience for our customers through the best program support possible.



Who is PCAC?

- Located in Independence, OH
- Provides dedicated, comprehensive acquisition expertise and related support for national program offices
- Establishes individual contracting terms to focus efforts on the contracting needs of established customers.
- Focus is on VA's National Energy agenda and service contracts that benefit the VA as a whole, rather than specific region or medical Center.
- Highly technical contracts
- Full service contracting



Our Customers

- Access and Clinical Administration Program (ACAP)
- Green Management Program (GMP)
- National Activation Office (NAO)
- Office of Informatics and Analytics (OIA)
- Product Effectiveness (PE)
- Veterans Engineering Resource Center (VERC)
- Workforce Management Consultants (WMC)



Our Customers - ACAP

- Business processes, clinical operations, metrics and enabling technologies for improving Veteran's access to outpatient care
- Standardization of clinic access practices across to determine a strategic direction
- Notable project
 - 2016 Improving Access to Veterans via Telephone (IVAT)



Our Customers - GMP

- Leads VA's effort to reduce the agency's ecological footprint and ensure statutory compliance.
- Formerly the National Energy Business Center established via Dir 0055
- Energy Savings Performance Contracts (ESPC)
- Utility Energy Savings Contracts (UESC)
- Utilities Team – Utility resources, procurement and program management services and support for Natural Gas contracts.
- Notable projects
 - Electricity/Steam/Chilled water/Biofuels (woodchips)
 - E85 in support of on-site facility fueling stations
 - Liquid fuels as required by facilities



Our Customers - NAO

- Serves as an integrated service hub to support VHA's facility activation processes
- Centralized enterprise source of support, tools, training, and knowledge for facility activation teams.
- Leverage lessons learned from current VHA activations, collect best practices from other federal and commercial activations' processes.
- Notable projects
 - Perform Initial, Outfitting, Transition and Activation (OIT&A) Services for the new 182-bed VA Medical Center in Denver, CO. The project includes a 30 bed Spinal Cord Injury/Disorder Center, a 30 bed Nursing Home Community Living Center (CLC), a research building, a central utility plan and parking infrastructures.
 - FY16: (1) Las Vegas Replacement Hospital; (2) Louisville Replacement Hospital; (3) New Orleans Replacement Hospital; (4) Manhattan Renovation; (5) Omaha Replacement Hospital; (6) Palo Alto Addition; and (7) Los Angeles Care Tower.



Our Customers - OIA

- Supports patient-centered care by facilitating the deployment of innovative secure health data systems and collecting, analyzing and disseminating the highest quality health information for VHA.
- OIA is comprised of six divisions
 - Analytics & Business Intelligence
 - Connected Health
 - Health Informatics
 - Health Information Governance
 - Program Support Operations
 - Strategic Investment Management
- Notable projects
 - Knowledge Based Systems (KBS)
 - Integrated Health Standards



Our Customers - PE

- Assessments and analysis on specially selected programs to ensure program effectiveness
- Four domains include:
 - Benefits Realization
 - Customer Satisfaction
 - Functional Reviews
 - Lessons Learned
- The integration program provides critical services on complex projects spanning two or more PE domains to ensure they operate in unison and present a coherent and unified picture to the customer
- Notable Projects
 - 2015 Customer Satisfaction Services
 - 2016 Quality Assessment and Document Review Communication Support Services



Our Customers - VERC

- Specializes in Healthcare Systems Engineering via collaborative efforts between VA leadership and major universities nationwide.
- Leverages the significant expertise in operational and technical systems engineering, informatics, and implementation science to facilitate transformation within VHA Healthcare delivery systems.
- Areas of Focus:
 - VHA Engineering Technical Assistance Program (VE-TAP)
 - Professional Development Program (PD)
 - Transactional Systems Program (TSP)
 - Clinical Partnerships in Healthcare Transformation (CPHT)
 - Data Engineering Resource (DER)
 - Program Management Office (PMO)
- Notable Projects
 - Lean Certification
 - MYVA Idea House



Our Customers - WMC

- National healthcare recruitment (job fairs, TV, social media)
- Executive training and recruitment
- Consulting
- Promoting the VA brand through marketing
- Notable Projects
 - VHA Voices
 - National Recruiter
 - SES Coaching
 - Executive Recruiting (2016)



Contracting Methods

- Request for Quote (RFQ)
- Request for Proposal (RFP)
- Invitation for Bid (IFB)
- Blanket Purchase Agreements (BPA)
 - Single or Multiple
- Indefinite-Delivery Indefinite Quantity (IDIQ)
- Energy Savings Performance Contract (ESPC)
- Utility Energy Savings Contract (UESC)



PCAC Top PSC

- Top 10 PSC

- R408 – Support – Professional: Program Management/Support
- R499 – Support – Professional: Other
- C211 – A&E – General: Design
- N059 – Installation of Equipment: Electrical
- B543 – Special Studies/Analysis – Energy
- D317 – IT and Telecom – Web Based Subscription
- B550 – Special Studies/Analysis
- R425 – Support – Professional: Engineering/Technical
- R410 – Support – Professional: Program Evaluation/Review/Development
- C1MZ – A&E - Construction



PCAC Top NAICS

- Top 10 NAICS

- 541330 – Engineering Services
- 541611 – Administrative Management/Consulting Services
- 541310 – Architectural Services
- 237130 – Power and Communication Line and Related Structures Construction
- 541519 – Other Computer Related Services
- 541511 – Custom Computer Programming Services
- 519130 – Internet Publishing and Broadcasting and Web Search Portals
- 221210 – Natural Gas Distribution
- 511120 – Periodical Publishers
- 541620 – Environmental Consulting Services



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)



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)
- VA Order of Priority – VAAR 819.7004



Where to Submit Proposals/Quotes?

- Federal Business Opportunities
(www.FBO.gov)
- GSA eBuy System (GSA Advantage)
(www.gsaadvantage.gov)



Before Marketing to PCAC...

- Registration (SAM, VETBIZ, VETS100)
- Experience
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Readiness and Process
- Knowledge of Customer
- Verified (CVE)
- Check Forecast of Contracting Opportunities (www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx)



How to Market to PCAC

- Valentino Rosas, Small Business Liaison
 - Valentino.Rosas@va.gov
 - 216-447-8300 x3562
- Role/Responsibility
 - Review & Assist with Market Research
 - POC for Small Business



Q&A

- Richard Dahmen
 - Richard.Dahmen@va.gov

Questions?