

How to Do Business with NCO 16 Medical Sharing Team

Randy Pernell
Team Lead, Medical Sharing Team A
NCO 16



U.S. Department
of Veterans Affairs



Overview

- Team Lead, Medical Sharing Team A
- Network Contracting Office (NCO) 16
- Responsible for leading/supervising the Medical Sharing Team A in support of VISN 16.



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.



Insert “Name of Program” Here

- Med Sharing Team A provides contracting support to five of the 10 VISN 16 Medical Centers and their associated clinics.
- Support these sites with their direct patient care services by procuring services including:
 - Short term Physician or Locum Tenens Services
 - Nursing Home and Adult Day Care Services
 - Offsite specialty medical services along with onsite medical services
 - Veterans Homeless, Transitional, and Rehabilitation Services



NCO 16 Medical Sharing Structure

- VHA Procurement & Logistics Office
- Service Area Office (SAO) Central
- Network Contracting Office (NCO)16
- Division I – Services and Medical Sharing
- Medical Sharing Team A and B



Who Procures?

- Who procures in NCO 16 Medical Sharing?
- Teresa Cochran
- Melanie Grigsby
- Gilda Johnson
- Martin Priest
- Billy Morris
- Sheronda Stewart
- Hilda Risty
- Phyllis Shealey
- Kimberly Burgh
- Stephanie Keo
- Christopher Vu
- Dwayne London
- Tayan Alexis
- Jarvis Washington
- Leigh Ann Nunn
- Kevin Pollard
- Richard Edens
- Kelvin Amerine



How Can You Help Us?

- Past Approach
 - Medical Sharing contracts are primarily awarded to Large businesses and non-profits. We are sometimes successful in finding and utilizing SB's and VOSB's for Locum, Nursing Home, and certain medical services.
- Future Approach:
 - Increase use of GSA/FSS set-asides when appropriate.



What NCO 16 Medical Sharing Procures?

- Primary NAICS codes Sectors are 621, 623, & 624.



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
 - <https://www.fbo.gov/index?cck=1&au=&ck=>
- GSA eBuy System
 - <https://www.gsaadvantage.gov/advantage/information/page.do;jsessionid=BAB0039312BF5A7BF0695F60FEA05929.E1?keyName=NEWS#news4>



Before Marketing to NCO 16 Medical Sharing

- 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 NCO 16 Medical Sharing

- **Contact either:**
 - Randy Pernel, Team Lead for NCO 16 Med Sharing Team A at 318-990-4091 or
 - Travis Sippel, NCO 16 Small Business Specialist at 318-990-4059.
- **NCO 16 Direct Access Events**



Q&A

- Contact Randy Pernell or Travis Sippel
- Key websites for contractors:
 - SAM / Central Contract Registration
<https://www.sam.gov/portal/public/SAM/>
 - PTAC
[http:// www.aptac-us.org/new/](http://www.aptac-us.org/new/)

Questions?