

# How to Do Business with Network Contract Office 16

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U.S. Department  
of Veterans Affairs



# Overview

- SBL
- Network Contracting Office 16
  - East Texas\*
  - Oklahoma\*
  - Louisiana
  - Mississippi
  - Arkansas
  - Florida Pan Handle
- Responsible for training, monitoring and supporting all SB activity for 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.



## Network Contracting Office 16

- NCO 16 seeks to enable Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) Veteran-Owned Small Businesses (VOSBs), Small Disadvantaged Businesses, HUBZone Businesses, and Woman-Owned Small Businesses to add value to the work of VA.

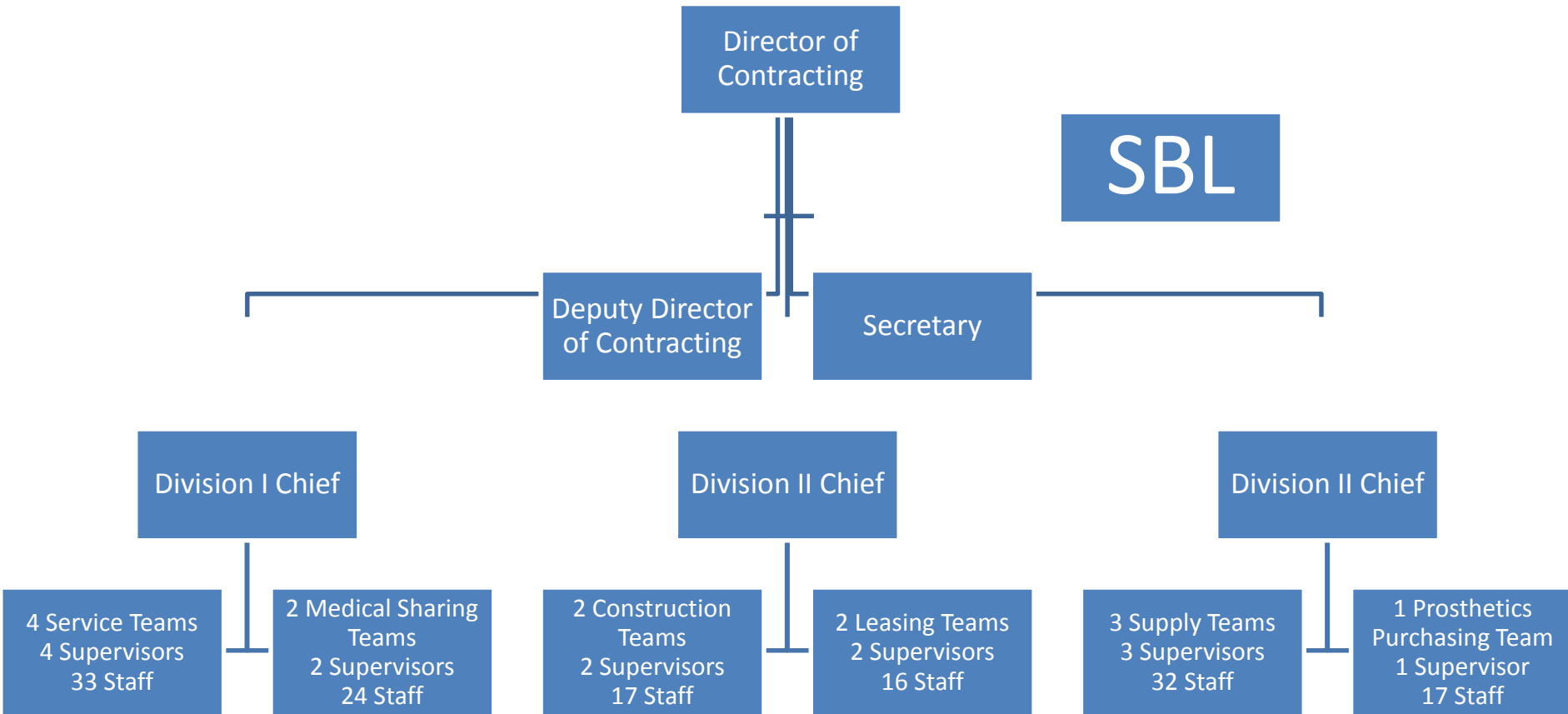


## Network Contracting Office 16

- To procure the goods and services that improves the medical care and quality of life for our veterans and their families.
- Find Small Businesses that can meet our contractual needs in a large business dominated environment.
- Primary NAICS codes Sectors:
  - 334- Computer and Electronic Product Manufacturing
  - 339- Miscellaneous Manufacturing
  - 541- Professional, Scientific and Technical Services
  - 561- Administrative and Support Services
  - 611- Educational Services
  - 811- Repair and Maintenance



# NCO 16 Structure





## Who Procures?

- We have a staff of 176 \*  
Procurement Analysts, Contract  
Specialists and Purchasing Agents.
- 16 FTE New Orleans Activation

\*Transition TX and OK between FY 16 and 17 to NCO 19.



# How Can You Help Us?

## • Past Approach

**Construction** – SDVOSBs

**Supply** – All economic areas including LBs

**Services** – All economic areas. Have more opportunities for SBs

**Medical Sharing** – Mostly large businesses and non-profit

## • Future Approach:

**Construction** – No intent on changing approach (Veterans First)

**Supply** – Increase use GSA/FSS set-asides – Can be NM Rule concerns

**Services** – Medical equipment maintenance driven by large biz and Prime Vendor

**Medical Sharing** – Increase use of GSA/FSS set-asides, when appropriate





## What NCO 16 Procures?

- **Primary Supply NAICs sectors:**
  - **334 (334210, 334310)**  
Computer and Electronic Product Manufacturing
  - **337 (337211, 337214)**  
Furniture and Related Product Manufacturing
  - **339 (339112, 339113)**  
Miscellaneous Manufacturing



## What NCO 16 Procures?

- **Primary Service NAICs Sectors:**
  - **561 (561210)**  
Administrative and Support Services
  - **562 (562111, 562211)**  
Waste Management and Remediation Services
  - **621 (621610, 621910)**  
Ambulatory Health Care Services



## What NCO 16 Procures?

- **Primary Services NAICs sectors:**
  - 811 (811212, 811219)  
Repair and Maintenance
- **Construction NAICs Sectors:**
  - 236 (236210, 236220)  
Construction of Buildings
  - 238 (238120, 238220)  
Specialty Trade Contractors
  - 541 (541310, 541330)  
Professional, Scientific and Technical Services



## 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>
- GSA eBuy System
- [https://www.gsaadvantage.gov/advantage/main/start\\_page.do](https://www.gsaadvantage.gov/advantage/main/start_page.do)
- NASA SEWP
- <http://www.sewp.nasa.gov/>



## Before Marketing to NCO 16

- 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?

- Contact Travis A. Sippel, NCO 16  
Small Business Liaison
- 318-990-4059
- Northwestern Louisiana Small  
Business Summit



## Q&A

- 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?