

How to Do Business with

VA SIERRA NEVADA HEALTH CARE SYSTEM

Larry Hillson

Chief, Environmental Management Services (EMS)

Hospital Housekeeping Officer

Reno, NV

Veterans Health Administration (VHA)



U.S. Department
of Veterans Affairs



Overview

Name: Larry Hillson

Title: Chief, EMS / Hospital Housekeeping
Officer

Veteran Administration Medical Center
(VAMC) at Reno, NV

VISN 21: Northern California and Nevada.

California: Fresno, San Francisco, Palo
Alto, Livermore, Menlo Park, Sacramento,
Martinez.

Nevada: Las Vegas and Reno



• Primary Responsibilities:

- Managing the below categories in a hospital environment
 - Sanitation
 - Textile Management
 - Pest Management
 - Waste Management
 - Fleet Management
 - Contract Management



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 21 EMS MISSION STATEMENT

TO PROVIDE EACH VA MEDICAL CENTER WITH IMPECCABLE CLEANLINESS AND INTERIOR DESIGN, AN INFECTION FREE ENVIRONMENT, TOP QUALITY LINENS, PEST MANAGEMENT, FLEET MANAGEMENT, AND A COMPREHENSIVE WASTE MANAGEMENT PROGRAM



VA EMS in VISN 21

OBJECTIVES: (mission)

TO PROVIDE EACH VA MEDICAL CENTER WITH IMPECCABLE CLEANLINESS AND INTERIOR DESIGN, AN INFECTION FREE ENVIRONMENT, TOP QUALITY LINENS, PEST MANAGEMENT, FLEET MANAGEMENT, AND A COMPREHENSIVE WASTE MANAGEMENT PROGRAM

CHALLENGES: staffing – which equates to contract services



EMS Organizational Structure

1. Chief, EMS
2. A/Chief, EMS
3. Admin Officer
4. Work Supervisor
5. Training Officer
6. EMS Specialist
7. Work Leader
8. Housekeeper



Who Procures in EMS?

1. Chief, EMS
2. Logistics
3. A/chief, EMS
4. Admin Officer
5. Work Supervisor
6. Training Officer
7. Work Leader



How Can You Help Us?

- *Hospital Linens: Scrubs, Towels, Sheets, Blankets*
- *Hospital Laundry Contract*
- *Hospital and Administrative bldg contract cleaning services*
- *Floor care / carpet care equipment*
- *Work uniform purchases*
- *Housekeeping Chemicals & Supplies: Disinfectants, Mops, Cleaning carts,*
- *Paper Products: Toilet Paper & Paper Towels*
- *Hand Hygiene Products: Soaps, Sanitizers*
- *Recycling Services: Cardboard, Paper, Plastic, Wood,*
- *Construction Materials, Scrap Metals*
- *Pest Control: Insects, Birds, Spraying, Netting*
- *Interior Design*



How Can You Help Us? (cont)

- *Window Washing: Both interior and exterior*
- *Hard Floor Work: Stripping and waxing VCT*
- *Carpet Cleaning: Offices, Waiting rooms, Conference rooms*
- *General Hospital Cleaning: To supplement VA staff*
- *Restroom Air Fresheners: Automatic Dispenser*
- *Solid Waste Handling: Dumpster contract*
- *Medical Waste Handling: Regulated Medical Waste (RMW) Disposal*
- *Gov't Vehicle Servicing/cleaning*
- *Landscaping*



Mandatory Contracts

- Federal Supply Schedule
- VA Strategic Sourcing
Contracts/Blanket Purchase
Agreements (BPA)



What do I look for in the products I specify?

- *EPA approved chemicals/disinfectants*
- *Experienced contractors with good references who use quality products.*
- *Licensed contractors registered to do business with the VA.*
- *Veteran Owned whenever possible.*



Before Marketing to VA EMS

- 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



Marketing to VA EMS (cont)

- Attendance at annual AHE (Association of the Healthcare Environment) in September
- <http://www.ahe.org/>
- Attendance at the annual VA EPS training conference in March 2016
- Direct calls /visits to Chiefs of EMS



Q&A

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Questions?