Business Opportunities with
Prosthetic & Sensory Aids Service

Pamela Westbrooks
VISN Prosthetic Representative
VA Desert Pacific Healthcare Network, VISN 22
Veterans Health Administration - Prosthetic & Sensory Aids Service
Overview

• Title
  – VISN Prosthetic Representative

• Office
  – Veterans Health Administration (VHA) Prosthetic & Sensory Aids Service

• Primary Responsibilities
  – Oversees the coordination, procurement and delivery of prosthetics, orthotics, sensory aids, and durable medical equipment to Veteran beneficiaries within VA Desert Pacific Healthcare Network, VISN 22
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.
History of Prosthetic & Sensory Aids Service

• General Omar Bradley, appointed to the head of the VA in August 1945, expounded that there should be a selected peer group to help the disabled that presented themselves for medical care

• Staff that the injured would identify with and be willing to ‘vent’ with; a Veteran’s contact and representative
  – Contact Representative – A position borne out of the need to respond to the special requirements for loss of limbs, loss of mobility, loss of sight and loss of hearing
  – In the early days, a disability was a requirement to be hired as a Prosthetic Representative

• VHA Prosthetic & Sensory Aids Service was established November 1, 1945
Policies Governing Prosthetic & Sensory Aids Service

• VHA Handbooks 1173.1 – 1173.17
  – The 17 VHA Handbooks lists mandatory VHA procedures and/or operational requirements for the Prosthetic Program
  – Will be updated over the next few years

In addition to the VHA Handbooks, Clinical Practice Recommendations, Business Practice Guidelines and other policy-related documents support our program and procurement decisions
VA Desert Pacific Healthcare Network, VISN 22

• The Veterans Health Administration (VHA) is the largest of the administrations that comprise the U.S. Department of Veterans Affairs.

• VA Desert Pacific Healthcare Network is one of 19 (as of 10/1/15) Healthcare Networks operated nationwide by the United States Department of Veterans Affairs (VA).

• Currently comprised of four hospitals and 27 community clinics in Southern California.
Organizational Structure - Prosthetics & Sensory Aids Service, VISN 22
Prosthetic & Sensory Aids Service, VISN 22

• Mission
  – To provide comprehensive support to optimize health and independence of the Veteran

• Primary Objectives
  – Procurement and provision of durable medical equipment and/or services as prescribed by clinical providers
  – Provision and administration of benefit programs designed to facilitate Veteran independence
  – Provision of orthotic and prosthetic devices to enhance the Veteran's quality of life and meet specific rehabilitation goals

• Primary Product Service Codes (PSC) or NAICS codes for your opportunities
  – 423450 – Respiratory Equipment and Supplies
  – 4239 – Durable Medical Equipment Storage, Delivery, Pick-up, Set-up, Training and Repair
  – 532291 – Home Oxygen Therapy Equipment Rental (i.e. home use) and Supplies
  – 339113 – Artificial Limbs/Arch Supports/Orthopedic Manufacturing
  – 238290 – Vehicle lift installation
  – 446199 – Durable Medical Equipment/Supplies Retailers (Brick and Mortar locations)
Prosthetic & Sensory Aids Service, VISN 22 (Cont’d.)

• Is a fully integrated service line, reporting to the Deputy Network Director
• Prosthetic & Sensory Aids Services operates at 5 locations in VISN 22 (2 at the Greater Los Angeles Healthcare System)
• Supports/collaborates with 20+ clinical services/sections within each VA medical center to provide durable medical equipment, prosthetics, orthotics and sensory aids
• Provides in-house artificial limb and brace fabrication and repair services at 4 locations in VISN 22
• Provides in-house wheelchair repair services at 4 locations in VISN 22
• Manages a Gait and Motion Analysis Laboratory at 1 location in VISN 22
• Provided ~650K items/services to 130K unique Veteran beneficiaries
Prosthetic & Sensory Aids Service, VISN 22 (Cont’d.)

• Provides the following commodities (list not all inclusive)
  – Home Improvement & Structural Alterations Program
  – Automobile Adaptive Equipment Program
  – Facial/Body Restorations
  – Hearing Aids and Eyeglasses
  – Artificial Limbs and Orthotics
  – Blind/Low Vision Aids
  – Computers, Personal Data Assistants
  – Medical Equipment and Supplies
  – Mobility Aids, Wheelchairs and Scooters
  – Shoes and Modifications
  – Home Oxygen, Respiratory Equipment and Supplies
  – Biological/Non-Biological Implants
  – Women’s Health
How Can You Help Us?

• Past Approach
  – Prescription eyeglass fabrication
  – Respiratory equipment and supplies
  – Durable Medical Equipment delivery, set-up, training, storage, repair
  – Home oxygen therapy
  – Modular ramping
  – Artificial limbs
  – Custom orthotics
  – Ventilator delivery, set-up, training, maintenance
  – Vehicle ramp lifts/conversions

• Future Approach:
  – In addition to the above:
    ▪ Vehicle lifts
    ▪ Custom arch support fabrication
## Current/Past Awards

<table>
<thead>
<tr>
<th>Name of Contract</th>
<th>Description</th>
<th>Value of Contract</th>
<th>Incumbent</th>
<th>Expiration Start/Finished</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPAP Equipment and Supplies</td>
<td>Routine procurement of CPAP, BiPAP equipment and supplies</td>
<td>$5M</td>
<td>• Armstrong Medical Supply&lt;br&gt;• Dimensions Medical Supply&lt;br&gt;• Jordan-Reses</td>
<td>New contract solicitation process has begun</td>
</tr>
<tr>
<td>Home oxygen therapy</td>
<td>Delivery/set-up/maintenance of home oxygen therapy equipment and supplies</td>
<td>$5M</td>
<td>• Calox&lt;br&gt;• Rotech&lt;br&gt;• Professional Medical Supply</td>
<td>New contract solicitation process has begun</td>
</tr>
<tr>
<td>Durable Medical Equipment Delivery/Set-up/repair</td>
<td>Delivery/set-up/repair of durable medical equipment</td>
<td>$1M</td>
<td>• Calox&lt;br&gt;• Quality Care&lt;br&gt;• Universal DME&lt;br&gt;• Professional Medical Supply</td>
<td>New contract solicitation process has begun</td>
</tr>
<tr>
<td>Eyeglass Fabrication</td>
<td>Fabrication of prescription eyeglasses</td>
<td>$200K</td>
<td>• Ferris Optical</td>
<td>1/2014 – 12/2019</td>
</tr>
</tbody>
</table>
## Current/Past Awards (Cont’d.)

<table>
<thead>
<tr>
<th>Name of Contract</th>
<th>Description</th>
<th>Value of Contract</th>
<th>Incumbent</th>
<th>Expiration Start/Finished</th>
</tr>
</thead>
<tbody>
<tr>
<td>Artificial Limbs</td>
<td>Fabrication/repair of artificial limbs</td>
<td>$10M</td>
<td>• Multiple Sources: 32 total; some sources have multiple locations serving VISN 22</td>
<td>New contract solicitation process has begun</td>
</tr>
<tr>
<td>Orthotics</td>
<td>Fabrication/repair of custom orthoses</td>
<td>$5M</td>
<td>• Multiple Sources: 24 total; some sources have multiple locations serving VISN 22</td>
<td>4/2011- 3/2016</td>
</tr>
<tr>
<td>Ventilators</td>
<td>Delivery/set-up/maintenance of ventilator equipment and supplies</td>
<td>$500K</td>
<td>• Pulmocare</td>
<td>6/2015 – 5/2020</td>
</tr>
</tbody>
</table>
## Opportunities Forecast 2016-2017

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Description</th>
<th>Anticipated parameters (e.g., use of particular contracting vehicles)</th>
<th>Anticipated date needed</th>
<th>Range of Value $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home oxygen therapy</td>
<td>Delivery/set-up/maintenance of home oxygen therapy equipment and supplies</td>
<td>FSS</td>
<td>2nd Quarter 2016</td>
<td>$5-7M</td>
</tr>
<tr>
<td>Durable Medical Equipment</td>
<td>Delivery/set-up/repair of durable medical equipment</td>
<td>FSS</td>
<td>2nd Quarter 2016</td>
<td>$1-2M</td>
</tr>
<tr>
<td>Delivery/Set-up/repair</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CPAP Equipment and Supplies</td>
<td>Routine procurement of CPAP, BiPAP equipment and supplies</td>
<td>FSS</td>
<td>4th Quarter 2016</td>
<td>$5-6M</td>
</tr>
<tr>
<td>Artificial Limbs</td>
<td>Fabrication/repair of artificial limbs</td>
<td>FSS</td>
<td>2nd Quarter 2016</td>
<td>$10-12M</td>
</tr>
<tr>
<td>Orthotics</td>
<td>Fabrication/repair of custom orthoses</td>
<td>FSS</td>
<td>1st Quarter 2017</td>
<td>$5-7M</td>
</tr>
</tbody>
</table>
Q&A – Relevant Websites

- Rehabilitation and Prosthetic Services  

- U.S. Department of Veterans Affairs  

- Federal Business Opportunities  
  [https://www.fbo.gov/](https://www.fbo.gov/)

- VA Desert Pacific Healthcare Network, VISN 22  
Q&A – Point of Contacts

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Questions?