Business Opportunities with
VA NY/NJ Veterans Healthcare Network – VISN 3
Engineering Service

Michael Ong
Chief Engineer
VISN 3 / James J. Peters VA Medical Center
VISN 3 Overview

• 8 Medical Centers:
  • Brooklyn Campus (Brooklyn, NY)
  • Castle Point Campus (Wappingers Falls, NY)
  • East Orange Campus (East Orange, NJ)
  • Franklin Delano Roosevelt Campus (Montrose, NY)
  • James J. Peters VA Medical Center (Bronx, NY)
  • Lyons Campus (Lyons, NJ)
  • Manhattan Campus (New York, NY)
  • Northport VA Medical Center (Northport, NY)

• 27 Community Based Outpatient Clinics (CBOCs)
• 14 Vet Centers
• Network Office – Bronx, NY
VISN Realignment

• On January 26, 2015, Secretary of Veterans Affairs Robert A. McDonald revealed a plan to realign the Department of Veterans Affairs (VA) many organizational maps into one map with five districts. As part of the MyVA Realignment, the Veterans Heath Administration (VHA) will also realign existing Veterans Integrated Service Networks (VISN) to fit with the five Department-level districts.

• Integration of VISNs 2 and 3: In the previous VISN structure New York State was split between 2 VISNs: VISN 2 headquartered in Albany, NY and VISN 3 headquartered in the Bronx. The Workgroup recommended consolidation of VISN 2 and VISN 3 to a newly integrated VISN that will be called VISN 2 and will be headquartered in Albany, NY with a satellite VISN office in Bronx, NY. This integration started on October 1, 2015 and full completion of the realignments will take many months.
Overview

• Michael Ong
• Chief Engineer
• Engineering Service
  • Projects & Planning
  • Safety/Fire Protection/Industrial Hygiene
  • Facilities Maintenance & Operations
  • Environmental Management (Housekeeping)
  • Energy Management
Engineering Service

• Provide energy efficient, sustainable, environmentally controlled, clean and disinfection, and modern state-of-the-art physical environment that allows for delivery of quality patient centric health care to Veterans.

• Key Objectives
  • Executing energy efficient and sustainable programs
  • Efficient and effective use of Majors, Minors, Non-recurring Maintenance (NRM) programs funds
  • Effective cleaning and disinfection service
  • Provide overall safety and environmental quality for Veterans, staff and visitors
Primary NAICS & Product Service Codes

- **NAICS:**
  - 561210 – Facilities Support Services
  - 562111 - Solid Waste Collection
  - 561720 - Janitorial Services
  - 562111 – Hazardous Waste Treatment and Disposal
  - 562112 - Hazardous Waste Collection
  - 812320 – Dry Cleaning and Laundry Services
  - 236220 - Commercial and Institutional Building Construction
  - 238210 - Electrical Contractors and Other Wiring Installation Contractors
  - 238220 - Plumbing, Heating, and Air-Conditioning Contractors
  - 541310 - Architectural Services
  - 541330 - Engineering Services

- **Product Service Codes:**
  - S201 - Housekeeping – Custodial Janitorial
  - S216 – Housekeeping – Facilities Operations Support
  - S205 – Housekeeping – Trash/Garbage Collection
  - S218 – Housekeeping – Snow Removal/Salt
  - S209 – Housekeeping – Laundry/Dry-cleaning
  - C114 - Hospital Buildings
  - C1DA - Architect and Engineering-Construction: Hospitals and Infirmaries
  - Z1DA - Maintenance of Hospitals and Infirmaries
How Can You Help Us?

• **Past Approach:**
  – Award of individual maintenance service contracts (i.e. ATS maintenance, Fire alarm system testing and servicing, hazardous and bio-medical waste removal, etc.).
  – Award of individual housekeeping cleaning, disinfection, and paper product supplies contracts.
  – Use of small purchase (credit card w/limit $3,000) venue.
  – Award of Non-Recurring Maintenance (NRM) construction and renovation projects thru open bidding.

• **Future Approach:**
  – Commodities volume purchase (economy of scale savings).
  – Multiple Award Task order Contracting (MATOC) for Minors, CSIs and NRM construction and renovation projects
How Can You Help Us? (Cont.)

• **Future Approach:**
  – Indefinite Delivery, Indefinite Quantity (IDIQ) A/E service for design of construction projects.
  – Full Maintenance Service Contract (MSC) for preventative maintenance, emergency services for critical equipment.
  – Particularly for small businesses: we have multiple maintenance and repair service contracts, that can help a smaller business to start working with Government contracts.
## 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>GS-03F-5144C/ VA243-14-J-5313</td>
<td>Drapery Cleaning, Northport VA</td>
<td>$172,500.00</td>
<td>Drapery Corp. of America Inc.</td>
<td>10/01/2014 – 09/30/2019</td>
</tr>
<tr>
<td>VA243-P-0778</td>
<td>Regular Waste Removal, NYH &amp; Bronx</td>
<td>$2,617,172.04</td>
<td>Action Carting Environmental Services Inc.</td>
<td>04/01/2010 – 09/30/2015</td>
</tr>
<tr>
<td>VA243-14-P-2406</td>
<td>Sharps Removal Service, NYHHS</td>
<td>$257,390.47</td>
<td>NEIE Medical Waste Services, LLC</td>
<td>04/01/2014 - 06/30/2015</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>Full Facility Maintenance Contract</td>
<td>Maintenance service for various medical centers in VISN3</td>
<td>GSA – Small Business Set Aside</td>
<td>2016</td>
<td>$20M</td>
</tr>
<tr>
<td>Laundry Equipment Purchase</td>
<td>Replacement of major equipment at VISN3 Central Laundry Plant</td>
<td>Open market</td>
<td>2016</td>
<td>$2.5M</td>
</tr>
</tbody>
</table>
### Opportunities Forecast 2016-2017 (Cont.)

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</tr>
</thead>
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<tr>
<td>Housekeeping cleaning, disinfection, paper products</td>
<td>Commodities purchase for VISN3</td>
<td>Open market</td>
<td>2017</td>
<td>$2M</td>
</tr>
<tr>
<td>Construction and renovation</td>
<td>Renovation projects for SCI, ORs, Ambulatory Surgery, SPS, Hemodialysis, electrical upgrades, etc.</td>
<td>MATOC</td>
<td>2016</td>
<td>$65M</td>
</tr>
</tbody>
</table>
## Opportunities Forecast 2016-2017 (Cont.)

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<th>Range of Value $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy and sustainability</td>
<td>Construction projects for turbines, solar panels, CHP, etc.</td>
<td>MATOC</td>
<td>2016</td>
<td>$30M</td>
</tr>
<tr>
<td>Quality Control/Assurance of Environmental Management</td>
<td>Off-the-shelf IT products and systems to assist in managing inspections, audits, and trending.</td>
<td>GSA</td>
<td>2017</td>
<td>$500K</td>
</tr>
</tbody>
</table>
VISN 3 Engineering Service Point of Contact:

Michael Ong
Michael.ong@va.gov
(718) 584-9000 Ext. 5660

http://www.nynj.va.gov/about/index.asp
How to Do Business with
VA NY/NJ Veterans Healthcare Network –
VISN 3
Network Contracting Office (NCO) 3

Cherie Widger-Kresge
Director of Contracting

Christopher Ward
Branch Chief, Prosthetics Team
Who Procures?

• Network Contracting Office 3 - above the Micro Purchase Threshold

• Logistics & Prosthetics (Medical Center) - below the Micro Purchase Threshold

• Purchase Card Holders - below the Micro Purchase Threshold
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.
What NCO 3 Procures for VISN 3

Top NAICS Codes (By Small Business Spend):
• 236220 – Commercial and Institutional Building Construction
• 561210 – Facilities Support Services
• 624310 – Vocational Rehabilitation Services
• 339113 – Surgical Appliance and Supplies Manufacturing
• 621111 – Offices of Physicians
• 561320 – Temporary Help Services
• 541310 – Architectural Services
• 315999 – Other Apparel Accessories and Manufacturing
• 485320 – Limousine Service
• 485991 – Special Needs Transportation
• 541519 – Other Computer Related Services
How Does VA Buy?

• Required Sources of Supply (FAR Part 8)
• Contract Vehicles - GWACs, MACs, FSS
• Open Market
• Full & Open Competition after exclusion of sources (Small Business Set Asides)
• Full & Open Competition (Unrestricted - open to all vendors)
Small Business Programs

In Order of Priority:

• 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 (HUB) Zone Set-Asides (FAR 19.13) OR
• Woman Owned and Economically Disadvantaged Woman Owned Small Business Set Asides (FAR 19.15)
• Small Business Set-Asides -- Total & Partial (FAR 19.5)
Mandatory Contracts

• Federal Supply Schedule (FSS)
• VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
• Medical-Surgical Prime Vendor (MSPV)
• Pharmaceutical Prime Vendor (PPV)
• Subsistence Prime Vendor (SPV)
• NASA Solutions for Enterprise Wide Procurement (SEWP)
• VETS Government Wide Acquisition Contract (GWAC)
Where to Find Procurement Opportunities

• Federal Business Opportunities (FBO)
  • www.fbo.gov
  • Open market requirements above $25,000 are posted on FBO
  • Sources Sought Notices posted here
  • Vendors can register to receive email notifications of opportunities
  • Provides points of contact for procurements
Where to Find Procurement Opportunities

• GSA eBuy
  • [https://www.ebuy.gsa.gov](https://www.ebuy.gsa.gov)
  • Requirements being ordered against FSS are posted on eBuy
• Only FSS Schedule Holders have access
• RFQ, RFP and Sources Sought Notices posted here
• Provides points of contact for procurements
Where to Find Procurement Opportunities

• NASA SEWP (IT Procurements)
  • http://www.sewp.nasa.gov/

• VA Forecast of Contracting Opportunities
  • https://www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx

• SBA’s SUB-Net (Subcontracting Opportunities)
  • www.sba.gov/subnet
How Can You Help Us?

- Understand basic federal procurement regulations and processes
- Registration in System for Award Management (SAM) and VetBiz (if a Veteran)
- Check FedBiz Opps (FBO) and eBuy websites frequently
- Respond to sources sought notices if interested
- Follow instructions in solicitation documents
- Sharpen your pencil – competitive pricing!
Before Marketing to VA

- Register in SAM: https://www.sam.gov/portal/SAM/
- SDVOSBs and VOSBs must be verified on VetBiz: https://www.vip.vetbiz.gov/Public/Register/Register.aspx
- Ensure your Reps and Certs in SAM are up to date and include NAICS codes in which you hold expertise
- Do you accept credit cards/electronic funds transfers?
- Do you have a website/email address?
- Do you have a GSA/FSS contract?
- Do you have other certifications (HUB Zone, 8(a), etc.)?
- Take Advantage of Capacity Building resources: (e.g. PTAC, SBA, etc.)
How to Market to NCO 3

- Contact VISN 3’s Small Business Specialist
- Make appointments with end users (may not discuss active procurements)
- Bring copies of capabilities statement
- Bring list of previous contracts and references
NCO 3 Point of Contact

Stephanie French
Small Business Specialist
315-425-4854
Stephanie.French@va.gov
Q&A

QUESTIONS?

Thank you for your interest in working with VA VISN 3!