

Business Opportunities with VISN 12 Biomedical Engineering

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Substituting for:

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U.S. Department
of Veterans Affairs



Overview

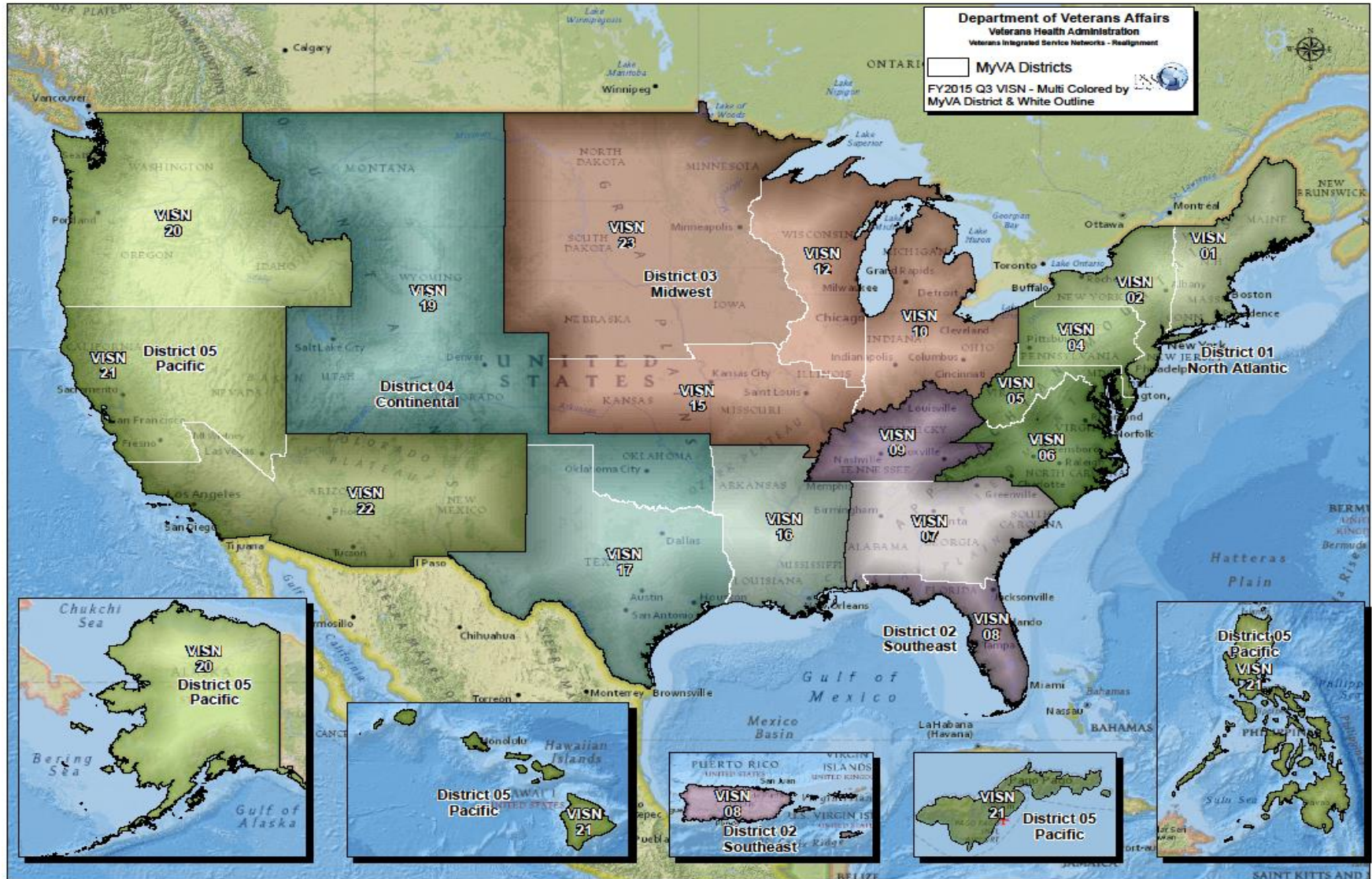
- Manager, Clinical Informatics & Medical Technology/VISN 12 BME POC
- VISN 12/VAMC Milwaukee
- Medical Technology Procurement and Support



Locations



New VA District Map





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 12 Biomedical Mission

- Work with clinicians on their patient care needs and translate those needs into specifications for procurement of medical devices, services, and/or parts
- Work with informaticists on the transfer of clinical information and inter-device communications



VISN 12 Biomedical Buys what types of things

- Medical technology procurement and life cycle support
 - Imaging: CT, MRI
 - Surgery: anesthesia machine, heart lung machines, ESU
 - Intensive Care: physiological monitors, ventilators
 - Clinics: exam tables, vital sign monitors, otoscopes, electronic thermometers
 - Laboratory: chemistry analyzers
 - Medical IT Systems and Servers



NAICS Codes

339113	Surgical Appliance & Supplies
334510	Electro-medical Manufacturing
541519	Computer Related Services
811219	Precision Equipment Repair & Maintenance
334516	Analytical Laboratory Instrument Manufacturing



Challenges: The Color Of Money

1. Medical Services (Clinical Programs)
2. Medical Support & Compliance (Admin)
3. Medical Facilities (Physical Plant, etc.)
4. IT



Contracting Timelines

- | | |
|---|-------------|
| • Micro Purchases <\$3000 | Credit Card |
| • Simplified Purchase <\$25K | 40 days |
| • VA GSA Services | 50 days |
| • SEWP < \$5M | 25 days |
| • Negotiated VA All Contracts >\$25K & <\$100K | 51 days |
| • Negotiated VA All Contracts >\$100K & <\$5.5M | 153 days |
| • Negotiated VA All Contracts >\$5.5M | 213 days |
| • NAC Equipment Delivery Competitive | 167 days |
| ➤ PACS, X-Ray, Ultrasound, MRI, CT | |



Things Biomedical is looking for:

- Specialize Services and Technology Support Contracts
- Technical Training
- Architecture Engineering: server clustering
- Technical Consultation
- Implementation, Inter-operability
- Data Migration/Consolidation
- Cyber Security
- Wireless Spectrum
- Data storage
- Project Management
- Diagnostic Test Equipment



How we buy?

- Credit Card Purchases
- Thru NAC contracts (Schedule 65, 66 III)
- GSA eBuy
- Open Market: www.fbo.gov
 - Vendors should be registered in SAM.gov
 - For assistance: Small Business Liaison VISN 12
 - Steven.maier2@va.gov



Q&A

“Health Care is Local”

christian.houterman@va.gov, 414-382-5186

Questions?

How to Do Business with Network Contracting Office 12



U.S. Department
of Veterans Affairs



Overview

- My Title is...
- Network Contracting Office 12
- Oversee staff of +100 employees providing contracting support to VISN 12 facilities located in Illinois, Wisconsin and Iron Mountain, Michigan



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NCO/VISN 12

- NCO 12's primary mission is to execute facility requirements
- Primary Objectives
 - Consolidation and Standardization
 - Reduced Contract Administration
- Challenges
 - Budget and Changing Priorities



NCO-12: Service Area Office - Central





★ VA Facility
● Community Base Outpatient Clinic



Who Procures?

- Technical personnel create and submit requirements to NCO-12.
- Procurement Staff include:
 - Contracting Officers
 - Contract Specialists



How Can You Help Us?

- **Past Approach**

- Use of Invitation for Bid (IFB) as primary procurement method for construction
- Low Price Technically Acceptable (LPTA) procurements

- **Future Approach:**

- Use of Multiple Award Task Order Contract (MATOC) for construction projects
- More Best Value Trade-Off procurements



Top NAICS Codes – VISN 12

236220	Commercial/Institutional Building Construction
339113	Surgical Appliance and Supplies Manufacturing
339112	Surgical and Medical Instrument Manufacturing
334510	Electro-Medical Apparatus
485991	Special Needs Transportation
621511	Medical Laboratories
811219	Electronic Equipment Repair
621111	Offices of Physicians
541330	Engineering Services
621512	Diagnostic Imaging Centers



Small Business Programs

- Public Law 109-461 : “Veterans First”
 - Service-Disabled Veteran-Owned Small Business &
 - Veteran-Owned Small Business Set-Asides
- Small Business Set-Asides (FAR 19.5)
- Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
- 8(a) (FAR 19.8)
- HUBZone Set-Asides (FAR 19.13)



How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, FSS, MATOCs
- Full & Open Competition after exclusion of sources (Small Business Programs)
 - Veterans First (SDVOSB/VOSB)
- Full & Open Competition (Open to all vendors)



Mandatory Contracts

- Federal Supply Schedule (65's & 66 III)
- VA Strategic Sourcing Contracts/Blanket Purchase Agreements (BPA)
- Medical-Surgical Prime Vendor Contracts
- Pharmaceutical Prime Vendor
- NASA IT Solutions for Enterprise Wide Procurement (SEWP)
- VETS IT Government Wide Acquisition Contract (GWAC)



Where to Find Postings

- Federal Business Opportunities
 - www.fbo.gov
- GSA e-Buy System
- NASA SEWP



Before Marketing to Network Contracting Office 12

- Registration (www.sam.gov)
- Experience (Have some past performance)
 - Completion of similar project in commercial sector
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Process
 - Be able to find postings www.fbo.gov
- Verified if vet business (www.vetbiz.gov)



How to Market to NCO 12

- Contact Small Business Liaison
 - Steve Maier 414-844-4824
 - Steven.maier2@va.gov
- Small Business Events
 - In conjunction with SBA
 - Procurement Tech. Assist. Centers



Q&A

Questions?