

How to Do Business with [VISN 4 Capital Asset Management Office

Joseph Delanko
VISN 4 Capital Asset Manager
VHA
VISN 4



U.S. Department
of Veterans Affairs



Overview

- VISN 4 Capital Asset Manager
- V HA/VISN 4
- Construction, Building Service Equipment, Medical Equipment, Facility Maintenance, Regulatory Occupational and Safety Compliance



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.

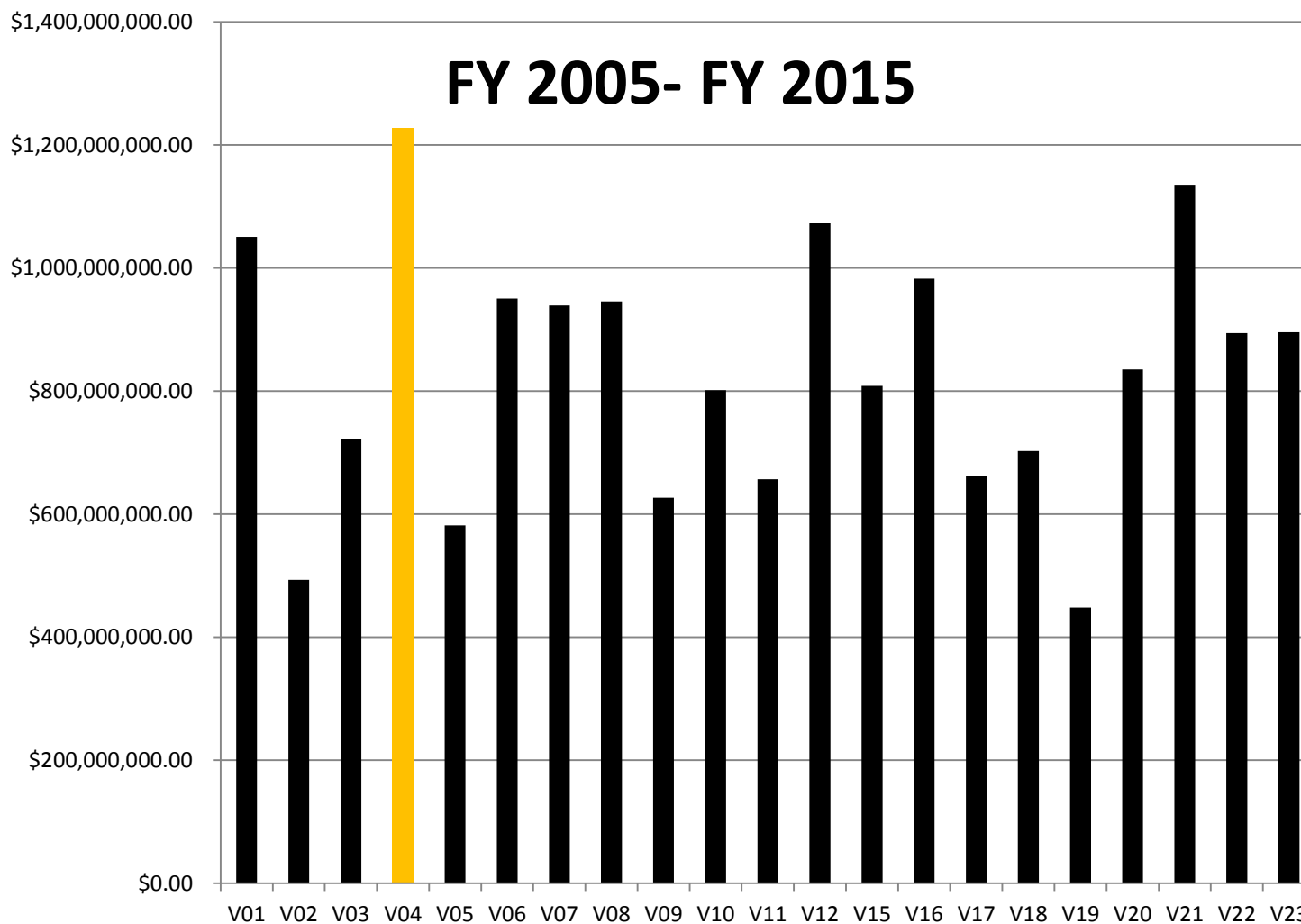


Who Procures?

- Contracting Officers

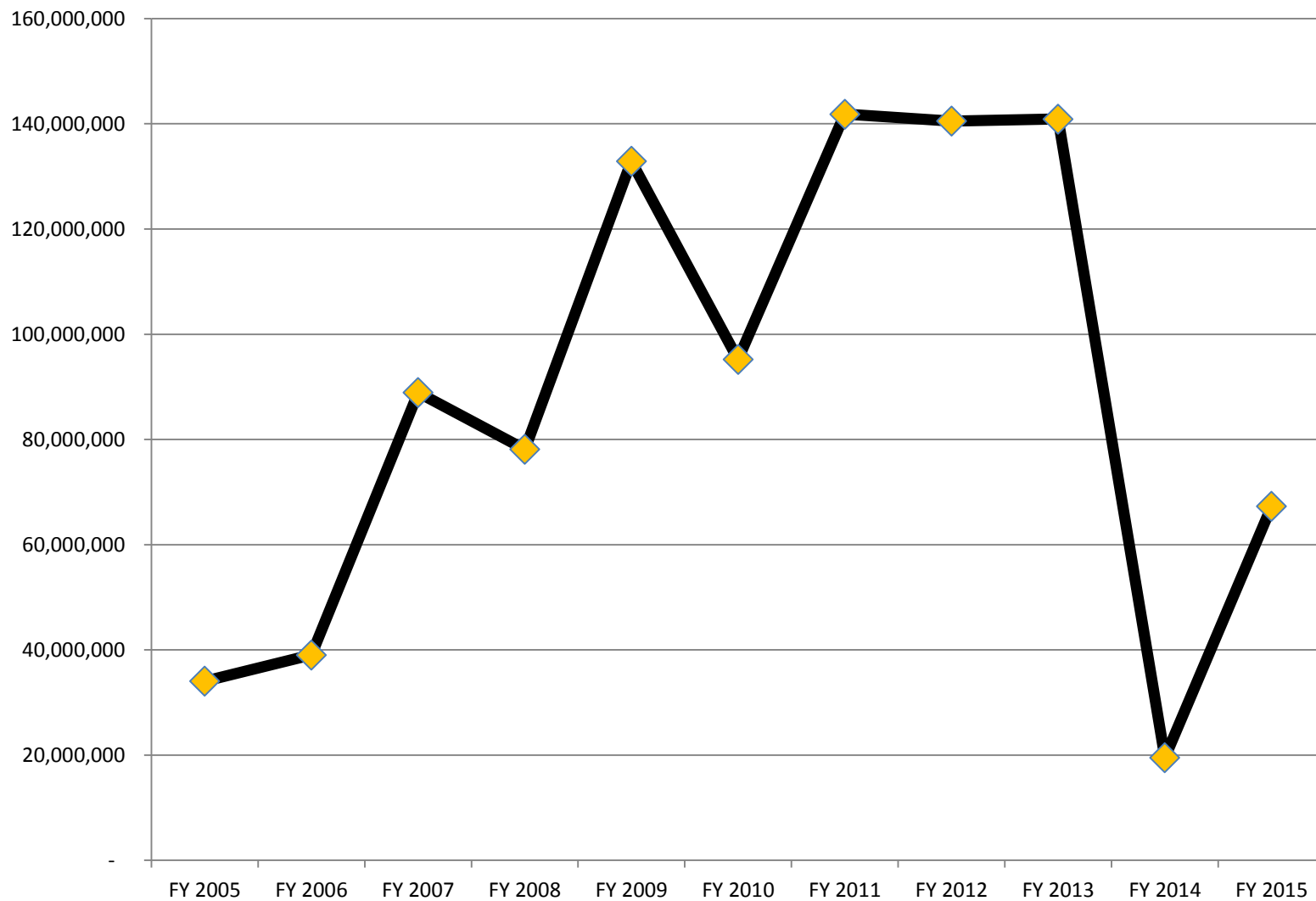


VHA Historical NRM and MINOR Obligations





VISN 4 Historical NRM and Minor Obligations





VISN 4 Program Outlook

NRM Program \$15M - \$45M

Minor Program \$30 - \$50M

Factors

- NRM Allocation
- VACAA Funding
- Supplemental Funding
- VISN Authority



What VISN 4 Capital Program Procures

- New Construction in the Minor Construction Program
- Renovations in the NRM Program
- Maintenance in the NRM Program
- Equipment Installation in the CSI and NRM Program
- Office and Clinical Space Leases



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
- 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
- GSA eBuy System
- NASA SEWP



Before Marketing

- 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



Q&A

- Joseph Delanko
 - Joseph.Delanko@VA.gov
 - 814.860.2571

Questions?