

Business Opportunities with VISN 12 Prosthetics

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VISN 12 Prosthetic Supervisor/COR



U.S. Department
of Veterans Affairs



Overview

- Prosthetics Supervisor
- Prosthetics & Sensory Aids (PSAS)
- VISN 12 – Milwaukee, WI
- Oversee all aspects of Prosthetics & Sensory Aids purchasing and contracting within VISN 12 including eight VA Medical Centers and numerous Community Based Outpatient Clinics located in Wisconsin, Illinois, Upper Michigan and NE Indiana.





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 Prosthetics Mission

Our Mission is to serve the health care needs of America's veterans. This is accomplished through a comprehensive, integrated health care delivery system that provides:

Excellence in Health Care Value

Excellence in Service as Defined by Customers

Excellence in Education and Research

Prosthetics & Sensory Aids supports that Mission by :

- providing comprehensive support to optimize the health and independence of the veteran.
- establishing Policies, Procedures and Standards to facilitate collaboration and communication with stakeholders to ensure that timely, efficient and quality care is provided to the Veterans.



PSAS primarily utilizes:

- PSC Product Service Code (FSC) 65
 - Medical, Dental, and Veterinary Equipment and Supplies
- North American Industry Classification System (NAICS)
 - 339113 Prosthetic Appliances & Supplies Manufacturing
 - 423450 - Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers
 - 532291 - Home Health Equipment Rental



What does Prosthetics & Sensory Aids Services do?

Prosthetics and Sensory Aids Services provide a full range of equipment and services including but not limited to:

- Items worn by the veteran such as an artificial limb, hearing aids and eyeglasses.
- Items that improve accessibility such as ramps, stair glides, vehicle modifications
- Items surgically placed in the veteran such as hips, knees, pacemakers, defibrillators
- Items to support the needs of blind and visually impaired veterans
- Renting or purchasing supplies and equipment to meet the needs of veterans on oxygen, ventilators, nebulizers, suction machines and CPAP devices to include home visits and follow-up care.



How Can You Help Us?

- Obtain DUNS number & complete SAM registration to avoid delays.
- We are looking for vendors in RURAL areas!
- Expectations:
 - Price Reasonableness
 - Timeliness of delivery or service
 - Quality products and customer service
 - Timely billing and PO reconciliation



Current/Past Awards

Name of Contract	Description	Incumbent	Expiration Start/Finished
Artificial Limbs	Furnish limbs and related services	Multiple Contractors	New Solicitation in progress
Home Oxygen and related DME	Furnish Oxygen and related supplies for home use	Total Home Health 2007-Present	Currently in review of award for period Dec 2015- Dec 2020
Orthotics	Furnish Orthotics	Multiple	On-Going
Soft Goods	Furnish Soft Goods	Multiple	On-Going
Walkers	Furnish Walkers	Multiple	On-Going
Wheelchairs	Furnish Wheelchairs	Multiple	On-Going



Opportunities Forecast 2016-2017

Requirement	Anticipated parameters (e.g., use of particular contracting vehicles)	Anticipated date needed
Stents & Balloons	Consignment or BPA	FY 16 - 17
Heart Valves	Consignment or BPA	FY 16 - 17
Lifts, Stair Glides, Ramps, Vehicle Modifications (See Next Slide)	IDIQ or BPA	FY 16 - 17
Home Improvement and Structural Alterations (HISA) Contractors	Service Agreements	FY 16 - 17



Lifts - Ramps - Stair Glides

FY 2015	VISN 12 QTY
VA104 - LIFT, PORCH	92
VA105 - LIFT, WHEELCHAIR (VAN)	43
VA106 - RAMP, PORTABLE	66
VA108 - STAIR LIFT/GLIDE	217
VA162 - LIFT, TRUNK MOUNTED MANUAL MOBILITY	1
VA163 - LIFT, POWER OPERATED MANUAL WHEELCHAIR	6
VA164 - LIFT, POWER HOIST FOR POWER MOBILITY	185
VA165 - LIFT, COMPONENT FOR NSC VAN MODIFICATION	15
VA166 - LIFT, HITCH MOUNTED FOR POWER/MANUAL MOBILITY	151
VA167 - LIFT, TRUNK MOUNTED POWER MOBILITY	62
VA168 - LIFT, PLATFORM POWER/MANUAL MOBILITY	123
VA169 - LIFT, MANUAL FOR MANUAL WHEELCHAIR	17
VA172 - RAMP, THRESHOLD	88
VA173 - RAMP, MODULAR	348
VA176 - LIFT, CEILING TRACK SYSTEM	30



Additional Resources

- Prosthetics & Sensory Aids National Website: www.prosthetics.va.gov
- U.S. Department of Veteran Affairs Website: www.va.gov
- Dun & Bradstreet Website: <http://fedgov.dnb.com/webform>
(free registration for a unique company ID)
- System of Award Management (SAM) website: www.SAM.gov
(free registration as potential government contractor)
- Steven Maier (Small Business Liaison for VISN 12 NCO)
steven.maier2@va.gov 414-844-4824



Q&A

Questions?

Jon.Ohnesorge@va.gov

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







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?