

# Business Opportunities with VISN 21 Biomedical Engineering

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## Overview

- Chief Biomedical Engineer
- Responsible for Biomedical Engineering Service at Central California Healthcare System
  - Representing David Pettit, VISN 21 Chief



# 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 21 Biomedical Engineering

- Life Cycle Management of Medical Equipment
  - Equipment Replacement
  - Equipment Planning
  - Consulting Services
  - Contract Management
  - Equipment Maintenance and Repair
  - Equipment Disposition



# Anticipated Projects 2016

Opportunity	Description	Anticipated date needed	Range of Value \$
Dose Monitoring	Software	Q	\$250,000
GI Server and Workstation	Diagnostic Equipment	Q2	\$455,000
Endoscopic Equipment	Clinical Diagnostic Equipment	Q3	\$1,200,000
Beds	Beds	Q3	\$1,200,000
Anesthesia Machines & OR Monitors	Clinical and Diagnostic Equipment	Q3	\$1,600,000
Computrition	Nutrition Software		\$1,400,000
Sani-Pak	EMS	Q3	\$1,300,000
Dental Package (SN			\$550,000



# What VISN 21 Biomedical Engineering Procures

339112 (Surgical and Medical Instrument Manufacturing)

423450 (Medical, Dental, and Hospital Equipment and Supplies  
Merchant  
Wholesalers)

23622 (Commercial and Institutional Building Construction)



## How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Full & Open Competition after exclusion of sources (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
- 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 to VISN 21

- 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



# Questions?