



Doing Business With VA Mid-Atlantic Healthcare Network VISN 6

Marvin J. Center
Small Business Specialist
Network Contracting Office (NCO) 6



Overview



VISN 6 is comprised of eight VA Medical Centers and 27 associated community-based outpatient clinics (CBOCs) spanning North Carolina, Virginia and West Virginia. The network utilizes more than 13,500 clinical support staff members, and about 4000 volunteers to serve greater than 320,000 Veterans annually across a three-state service area.



VISN 6

Geographic Locations



- Asheville, NC
- Beckley, WV
- Fayetteville, NC
- Hampton, VA
- Durham, NC
- Richmond, VA
- Salem, VA
- Salisbury, NC





FY14 Socioeconomic Procurement Preference Accomplishments



Category	Statutory	VISN 6
Small Business	35%	44.1% (\$232,973,163.67)
Small Disadvantaged Bus. (including section 8 (a))	5%	20.2% (\$38,674,363.04)
Women-Owned SB	5%	3.7% (\$21,271,458.40)
Veteran-Owned SB	12%	25.8% (\$152,458,353.41)
Service Disabled Veteran Owned Small Business	10%	23.5.% (\$137,639,209.56)
HUBZone Small Business	3%	1.7% (\$6,943,997.61)



VHA Acquisition



VETERANS HEALTH ADMINISTRATION
SAC CENTRAL
SERVICE AREA OFFICE * **CENTRAL**

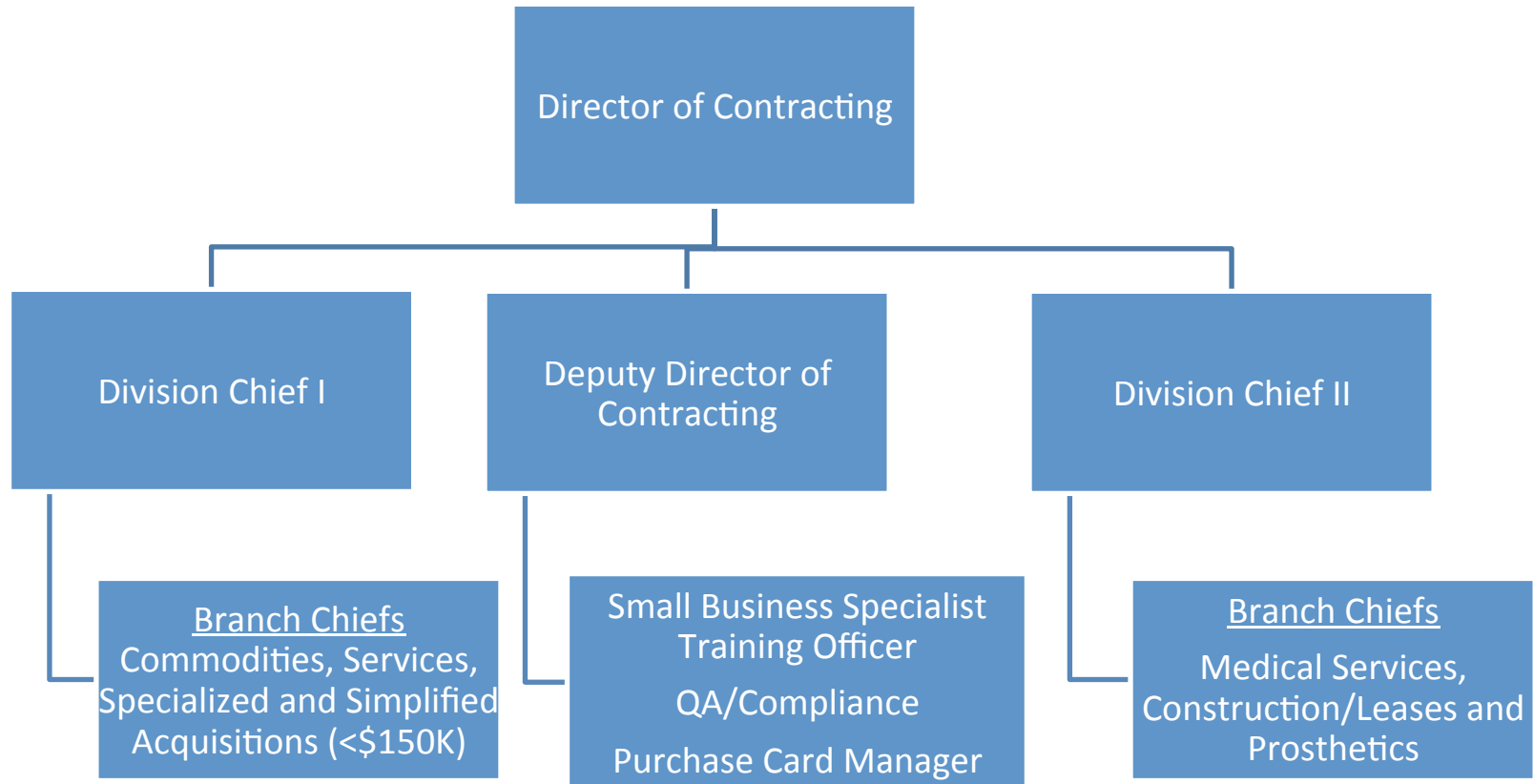


VETERANS HEALTH ADMINISTRATION
SAC WEST
SERVICE AREA OFFICE * **WEST**

VETERANS HEALTH ADMINISTRATION
SAC EAST
SERVICE AREA OFFICE * **EAST**



NCO 6





NCO 6 Mission



Mission

To provide cost effective, value added contractual services to the eight VA Medical Centers and clinics situated within the geographic boundaries of the VA Mid Atlantic Care Network (VISN 6)

Service Philosophy

Maintain a highly professional and motivated workforce whose primary focus is to provide quality goods and services to our veterans. Use our consolidated buying power to leverage “best buys” for the hospitals comprising VISN 6.



What VISN 6 Buys



Top 6 NAICS Codes

236220	Commercial and Institutional Building Construction	\$77,356,676.70
339112	Surgical and Medical Instrument Manufacturing	\$63,390,489.53
339113	Surgical Appliance and Supplies Manufacturing	\$57,335,193.59
334510	Electro-medical and Electrotherapeutic Apparatus Manufacturing	\$21,274,235.50
541310	Architectural Services	\$15,541,115.64
621111	Offices of Physicians (except for mental health physicians)	\$14,118,893.74



Who Procures



- NCO 6 Contracting Officers - >\$3K
- Purchase Card Holders - <\$3K
(micro-purchases)
- Ordering Officers (Medical Center – Logistics and Pharmacy personnel)



How Do We Buy?



- Required Sources of Supply (FAR Part 8)
- Federal Supply Schedules
- Prime Vendor
- Full and Open Competition
 - Small Business Set Asides
 - Unrestricted
- Other than Full and Open Competition (when justified)



Mandatory Contract Vehicles



- 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)



Small Business Programs



In Order of Priority (Not applicable to FAR Part 8)

- 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 Set Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)



Where to Find Procurement Opportunities



- Open market acquisitions & contract awards published in the Federal Business Opportunities System (www.fbo.gov)
- VA Forecast of Contracting Opportunities (www.va.gov/osdbu)
- VA subcontracting opportunities (www.va.gov/osdbu)
- Federal Procurement Data System (<https://fpds.gov>)
- Small Business Administration's Sub-Net (<http://web.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 Fed Biz Opps (FBO) and eBuy websites frequently and respond to sources sought notices if interested
- Follow instructions in solicitation documents



Before Marketing to VA



- 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 6



- Contact VISN 6 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



VISN 6 FY15 FCO



Location	Project Title	Total Project Cost
Asheville	IT Main Computer Room A/C	Between \$250,000 and \$500,000
Durham	Renovate Pharmacy Phase 1	Between \$100,000 and \$250,000
Durham	Correct Data and Telecomm Closet Def Design	Between \$500,000 and \$1,000,000
Durham	Upgrade Energy Management Control and Air Terminal Units Bldg. 1	Between \$2,000,000 and \$5,000,000
Durham	Replace Garage A Post Tension Bracing	Between \$250,000 and \$500,000
Durham	Replace Roofs	Between \$1,000,000 and \$2,000,000
Durham	Correct Data Center Infrastructure Deficiencies	Between \$1,000,000 and \$2,000,000
Durham	Expand Operating Room Suite and Clinical Admin over Bldg. #1 D-wing	Between \$5,000,000 and \$10,000,000
Durham	Replace Air Handling Units in Buildings 1 and 23	Between \$2,000,000 and \$5,000,000
Durham	Correct Power System Deficiencies	Between \$2,000,000 and \$5,000,000
Durham	Construct New Outpatient Care Building #17	Between \$5,000,000 and \$10,000,000
Durham	Renovate and Expand CLC	Between \$5,000,000 and \$10,000,000



Continued



Location	Project Title	Total Project Cost
Fayetteville	Renovate For Oncology Clinic	Between \$500,000 and \$1,000,000
Fayetteville	Correct Water Infiltration Issues in Bldg. 1 & 3	Between \$250,000 and \$500,000
Fayetteville	Replace AHUs for Lab, Radiology, and Pharmacy	Between \$2,000,000 and \$5,000,000
Fayetteville	Expand D-Wing for Emergency Room, Cardiac Lab, & Health Care Admin	Between \$5,000,000 and \$10,000,000
Fayetteville	Renovate/Expand Surgical Suite	Between \$5,000,000 and \$10,000,000
Hampton	Replace Radiology HVAC System	Between \$250,000 and \$500,000
Hampton	Replace Roof B-146 (CLC)	Between \$1,000,000 and \$2,000,000
Hampton	Replace Various Shingled Roofs	Between \$500,000 and \$1,000,000
Hampton	Upgrade Med Gas/Vent PODs	Between \$500,000 and \$1,000,000
Hampton	Construct Surface Parking & Repair Existing Parking/Roads	Between \$5,000,000 and \$10,000,000
Hampton	Provide Emergency Power Improvements to Support Patient Care Bldgs.	Between \$2,000,000 and \$5,000,000
Hampton	Parking and Road Repair	Between \$5,000,000 and \$10,000,000
Hampton	Construct 2nd Floor on Bldg. 110B for Specialty and Primary Care	Between \$10,000,000 and \$20,000,000
Hampton	Construct New Mental Health Building	Between \$10,000,000 and \$20,000,000



Continued



Location	Project Title	Total Project Cost
Richmond	Improve Patient Privacy 4C/4B	Between \$2,000,000 and \$5,000,000
Richmond	Loading Dock Access Control	Between \$1,000,000 and \$2,000,000
Richmond	Upgrade Generators	Between \$2,000,000 and \$5,000,000
Richmond	Lin Acc Addition	Between \$2,000,000 and \$5,000,000
Richmond	Construct OIT Space	Between \$5,000,000 and \$10,000,000
Richmond	Upgrade HVAC - Mall and Lobby	Between \$1,000,000 and \$2,000,000
Richmond	Upgrade Air Handling Units for MH Bldg. 500	Between \$1,000,000 and \$2,000,000
Richmond	Emergency Room Improvements	Between \$2,000,000 and \$5,000,000
Richmond	Construct New Parking Garage	Between \$5,000,000 and \$10,000,000
Richmond	Construct SCI Enhancement Center	Between \$5,000,000 and \$10,000,000
Salem	Replace Building 2 Roof	Between \$1,000,000 and \$2,000,000
Salem	Replacement of Nurse Call Systems	Between \$1,000,000 and \$2,000,000
Salem	Renovate Building 17	Between \$2,000,000 and \$5,000,000
Salem	Correct Electrical Study Deficiencies	Between \$2,000,000 and \$5,000,000
Salem	Upgrade Utility Plant	Between \$5,000,000 and \$10,000,000
Salem	Expand / Renovate ED	Between \$5,000,000 and \$10,000,000
Salisbury	Legionella Management Program	Between \$250,000 and \$500,000
Salisbury	Replace Boiler #3	Between \$500,000 and \$1,000,000
Salisbury	Public Bathrooms renovation (Entire Campus)	Between \$250,000 and \$500,000
Salisbury	Renovate Building 11 for Residential Care	Between \$5,000,000 and \$10,000,000
Salisbury	Correct High Voltage Electrical Deficiencies	Between \$5,000,000 and \$10,000,000



Questions?

