

How to Do Business with VISN 20

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of Veterans Affairs



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.



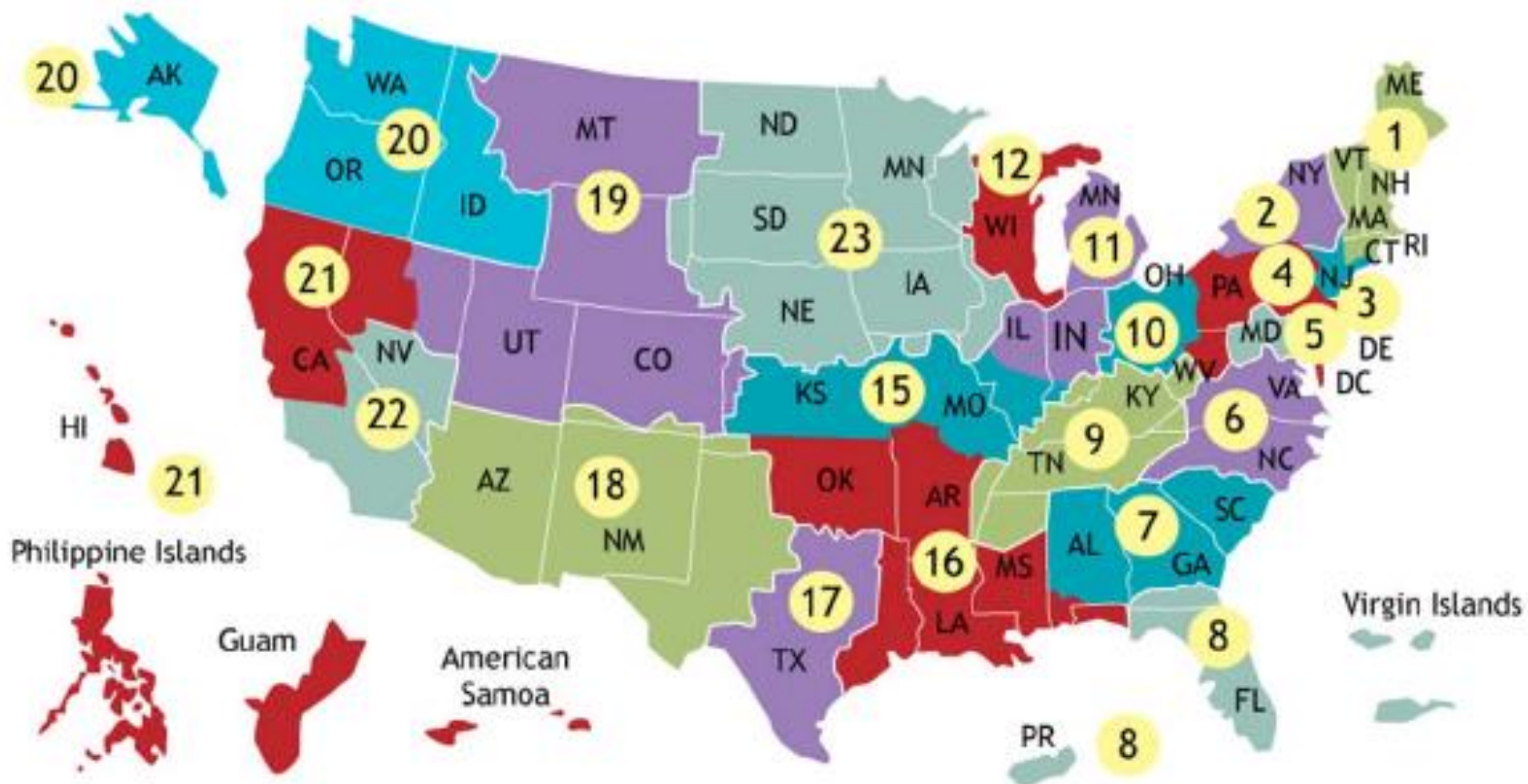
Small Business Program

- Advise Leadership on small business related matters. Identify, utilize and promote business opportunities for small businesses.



VHA Structure – “VISNs”

Veterans Integrated Service Networks





How Can You Help Us?

- Read the Solicitation

- Non-responsive if all information requested not provided
- You will be held responsible for all parts of the contract to include clauses.
- If you don't understand ask
- Submit all questions in writing



What VISN 20 Procures?

- 236220 – Commercial and Instructional Building Construction (\$27M)
- 623110 – Nursing Care Facilities (Skilled Nursing Facilities) (\$14M)
- 339113 – Surgical Appliance and Supplies Manufacturing (\$14M)
- 541310 – Architectural Services (\$7M)

Note: FY 15 expenditures



Fiscal Year 2015 Small Business Spend

Total Small Business Awards	\$156,004,838
SDVOSB	\$51,866,365
VOSB	\$62,314,076
Small Disadvantaged Businesses	\$22,671,690
WOSB	\$15,414,022

Fiscal Year 2016 Small Business Spend In Oregon

As of April 16, 2016

	FY 15	FY 16
Small Business	\$28,997,763	\$24,301,979
SDVOSB	\$3,521,530	\$9,668,617
VOSB	\$8,107,861	\$10,394,777
Small Disadvantaged	\$502,577	\$839,049
WOSB	\$2,391,589	\$9,439,324



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
- 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
- Pharmaceutical Prime Vendor
- NASA Solutions for Enterprise Wide Procurement (SEWP)
- VETS Government Wide Acquisition Contract (GWAC)



Are you Procurement Ready?

- Performance history
- Capability statement
- SAM registration
- D-U-N-S Number
- FPDS account
- Apply for a GSA Schedule, if eligible
- NAICS Codes and size
- DSBS
- Corporate Website
- Certifications for small business



Are you Procurement Ready?

- Credit card acceptance
- Contact information including telephone number and Email address
- Licenses
- Bonding capacity
- Industry/procurement specific certifications
- Products must meet 19 U.S.C 2501: Trade Agreements Act
- Knowledge about the customer within the federal marketplace



Sources for additional information

Federal Procurement Data System – Next Generation	FPDS.gov
Federal Business Opportunities	FBO.gov
VA Forecast of Contracting Opportunities	www.va.gov/osdbu
Center for Veterans Enterprise (CVE)	www.va.gov/osdbu
VA OSDBU: Procurement Readiness – Preparing to Do Business With VA	http://www.va.gov/osdbu/docs/procurementReadiness_FULL.pdf



How to Market to VISN 20

- **Contact Marc Frederick**

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Q&A

Questions?