



# **Business Opportunities with VISN /NCO 6 Construction Branch**

**FEDCON SUMMIT 2016**

**Antonio Jackson  
Network Contracting Office (NCO) 6  
Contracting Officer – Construction Team 1  
October 27, 2016**



# Overview

- VISN / NCO 6 covers North Carolina and Virginia
- Network Contracting Office located in Hampton, VA
- VISN Office located in Durham, NC
- The NCO-6 Construction Team is responsible for all procurements associated with...
  - The renovation of existing medical facility and the support buildings
  - The construction of new facilities in the VISN-6 area below \$10,000,000.00.
  - All Architect Engineer projects in the VISN-6 area

**Charles George VAMC  
Asheville, N.C.**



**H. McGuire VAMC  
Richmond, Va.**



**Fayetteville VAMC  
N.C.**



**Salem VAMC  
Salem, Va.**



**Durham VAMC  
N.C.**



**Hampton VAMC  
Va.**



**W.G. "Bill" Hefner VAMC  
Salisbury, N.C.**





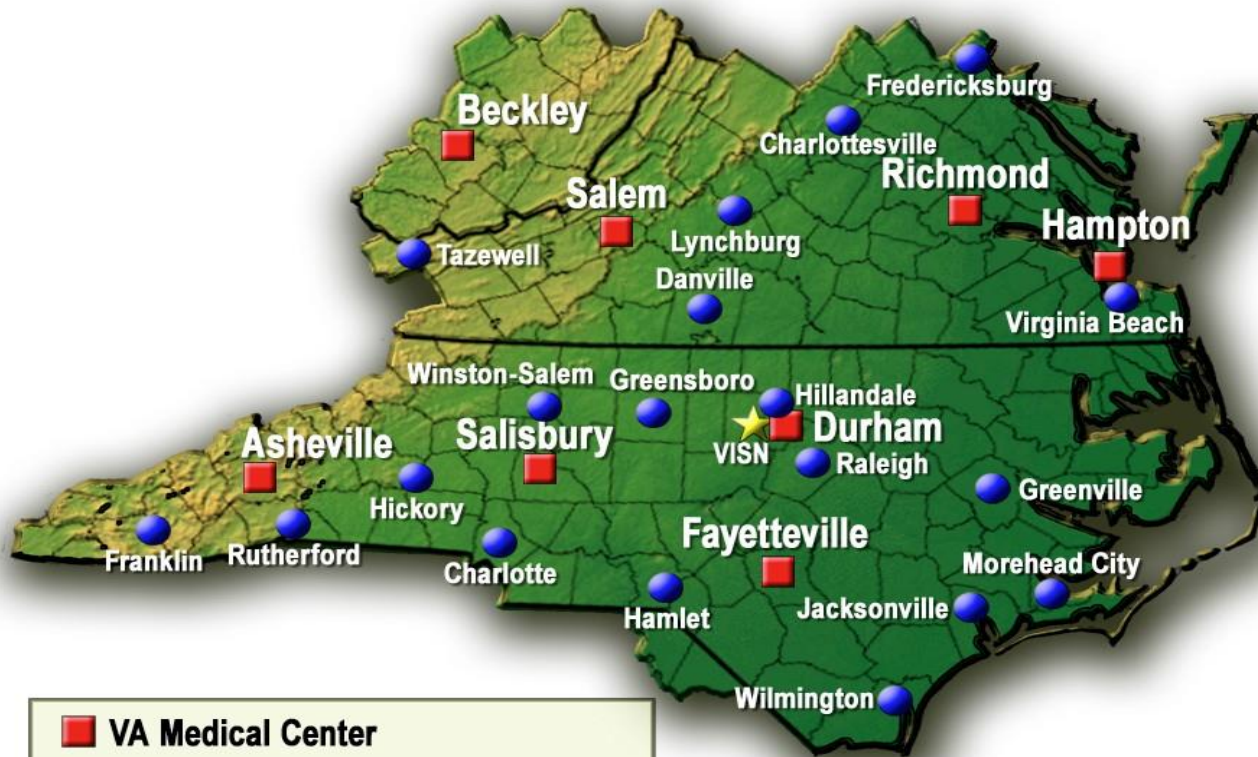
# NCO 6 Construction Program



- NCO 6 provides acquisition services to each medical center
- As medical processes, procedures, and equipment changes, the Construction Team is responsible for updating the facilities and associated infrastructure to meet the requirements of those changes.
- We also construct new facilities as VA programs are developed (Women's clinics, OEF/OIF Clinics, SCI Clinics, Cancer centers etc.)
- These procurements are primarily fulfilled by awarding contracts to qualified and verified SDVOSB companies.



# VISN/NCO 6 Footprint



- VA Medical Center
- VISN 6 Network Office
- Community-Based Outpatient Clinic



# How Can You Help Us



- Our greatest challenge is finding qualified and verified SDVOSB companies and firms with medical facility construction and/or renovation experience.
- Examples of some of the NAICS Codes needed:  
236220 (General Construction), 238210 (Electrical),  
238220 (Plumbing, Heating, HVAC), 541310  
(Architectural), 541330 (Engineering)



# Where Do I Find Opportunities



- All procurement opportunities for construction and renovation over \$25,000.00 are listed in FedBizOpps(Federal business Opportunities) [www.fbo.gov](http://www.fbo.gov)
  - Search by Set-Aside Code, Place of Performance, Type of Announcement, Keyword, or Agency.
  - In advanced search, you can even search by NAICS Codes and other criteria.
  - Beneficial to set up a profile.
- VA Forecast of Contracting Opportunities ([www.va.gov/osdbu](http://www.va.gov/osdbu))



# Current/Past Awards



Name of Contract/ Description	Value of Contract	Incumbent	Expiration Start/Finished
Rehabilitate Bldg 9 for Mental Health Center (Asheville, NC)	\$7,863,851	MSK Construction Inc.	7/18/16 - Award
Renovate/Expand Surgical Suite (Salem, VA)	\$8,710,000	HICAPS, Inc.	9/23/16 - Award
Correct Water Infiltration Issues in Buildings 1 and 3 (Fayetteville, NC)	\$2,533,213	Hamilton Pacific Chamberlain, LLC.	4/5/16 - Award
Replacement of Community Living Center POD Phase II (Fayetteville, NC)	\$7,894,495	Harbor Services, Inc.	7/19/16 - Award
Correct Privacy, Access, and Utility System Deficiencies (Salisbury, NC)	\$3,389,551	BES Design/Build LLC.	9/16/16 - Award
Correct Power System Deficiencies (Durham, NC)	\$3,036,356	Seawolf Construction	6/11/15 - Award





# Opportunities Forecast 2017



- Currently have over 40 NRM and Minor projects scheduled for FY 17.
- 18 of the projected requirements have an estimated cost of construction at or above 5 Million Dollars.
- Over \$170 million dollars currently estimated for FY17.



# Opportunities Forecast 2017



FY	Performance Location	Project	Value(\$)	Acquisition Strategy	Advertisement Date (FYQTR/FY Month)	Remarks
17	Asheville, NC	Renovate Ward 5 East – Inpatient Mental Health	Between \$2M and \$5M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	Possible MATOC Task Order
17	Asheville, NC	Replace Bldg 47 ACA Roof & Bldg 62 CLC Roof	Between \$1M and \$2M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	
17	Asheville, NC	<b>AE Design</b> - Construct New Substance Abuse Residential Rehab Center	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - November	
17	Durham, NC	Replace and Upgrade 100% Outside AHU and Isolation Fans	Between \$1M and \$2M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	
17	Durham, NC	Correct Critical Façade Deficiencies	Between \$2M and \$5M	SDVOSB Set-Aside	1 <sup>st</sup> QTR - December	
17	Durham, NC	<b>AE Design</b> - Renovate PACU	Between \$2M and \$5M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - December	
17	Fayetteville, NC	New Mental Health Building	Between \$2M and \$5M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	



# Opportunities Forecast 2017



FY	Performance Location	Project	Value(\$)	Acquisition Strategy	Advertisement Date (FYQTR/FY Month)	Remarks
17	Fayetteville, NC	Renovate 1 <sup>st</sup> Floor A-Wing	Between \$1M and \$2M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	Possible MATOC Task Order
17	Fayetteville, NC	Main Medical Facility Door Replacement	Between \$500K and \$1M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	Possible MATOC Task Order
17	Fayetteville, NC	<b>AE Design</b> – Renovate ICU	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - November	
17	Fayetteville, NC	Renovate Lab, Radiology, and Pharmacy High traffic areas	Between \$1M and \$2M	SDVOSB Set-Aside	3 <sup>rd</sup> QTR - April	
17	Hampton, VA	<b>AE Design</b> - Replace Building 71 and Eliminate Administrative Lease Space	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - November	
17	Hampton, VA	<b>AE Design</b> – Renovate and Expand Domiciliary B-148	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - December	
17	Richmond, VA	Replace HVAC AC27 & AC38	Between \$1M and \$2M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	



# Opportunities Forecast 2017



FY	Performance Location	Project	Value(\$)	Acquisition Strategy	Advertisement Date (FYQTR/FY Month)	Remarks
17	Richmond, VA	SPS Renovation	Between \$2M and \$5M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - January	
17	Richmond, VA	Replace SCIAHU	Between \$2M and \$5M	SDVOSB Set-Aside	3 <sup>rd</sup> QTR - April	
17	Richmond, VA	<b>AE Design</b> – Upgrade Generator Capacity	Between \$2M and \$5M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - November	Possible IDIQ Task Order
17	Richmond, VA	Restroom Renovations	Between \$500K and \$1M	SDVOSB Set-Aside	1 <sup>st</sup> QTR - November	
17	Richmond, VA	<b>AE Design</b> – Construct Polytrauma Integrative Rehab Clinic	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - December	
17	Salem, VA	Upgrade Lab Exhaust and AC	Between \$500K and \$1M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - January	Possible MATOC Task order
17	Salem, VA	Correct Building Envelope Site Wide	Between \$2M and \$5M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - March	



# Opportunities Forecast 2017



FY	Performance Location	Project	Value(\$)	Acquisition Strategy	Advertisement Date (FYQTR/FY Month)	Remarks
17	Salem, VA	<b>AE Design</b> – Consolidate Intensive Care Unit	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - December	
17	Salem, VA	<b>AE Design</b> – Renovation of Primary Care	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - November	
17	Salisbury, NC	Correct Operating Room Deficiencies	Between \$5M and \$10M	SDVOSB Set-Aside	2 <sup>nd</sup> QTR - April	
17	Salisbury, NC	<b>AE Design</b> - Renovate B2 for Medical Surgical Modernization	Between \$5M and \$10M for Construction	SDVOSB Set-Aside	1 <sup>st</sup> QTR - December	



# Information SDVOSB's Should Know



- Must be verified by CVE in the VIP prior to submission of bids/proposals per VAAR 819.7003.
- Must re-verify through CVE every two years.
- Don't wait, ensure you start the process several months before your re-verification is needed.
- Need to be in the SAM and VETS100 database.



# Priority When Buying

- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Veteran-Owned Small Business (VOSB)





# NCO 6 Contact Info



- 1. Director of Contracting (DOC) – Nancy Bailey**  
Nancy.Bailey@va.gov  
757-728-3112
- 2. Small Business Liaison– Jerome A. Greene**  
Jerome.greene@va.gov@va.gov  
757-315-3984
- 3. Construction Team I Branch Chief – Montez Simmons**  
William.simmons5@va.gov  
919-956-5541 ext 5220
- 4. Construction Team II Branch Chief – Shauna Thomas**  
Shauna.thomas@va.gov  
757-72-7144