



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
- Asheville, NC
- Beckley, WV
- Fayetteville, NC
- Hampton, VA
- Durham, NC





Preference Accomplishments

Category	Statutory	VISN 6
Small Business	42%	41.2% (\$262,252,422.65)
(including section 8 (a))	5%	12.6% (\$76,914,485.54)
Women-Owned SB	5%	4.4% (\$28,023,248.86)
Veteran-Owned SB	12%	28.5% (\$181,733,828.71)
	10%	26.0% (\$166,319,608.10)
HUBZone Small Business	3%	1.6% (\$10,593,377.79)



VHA Acquisition



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

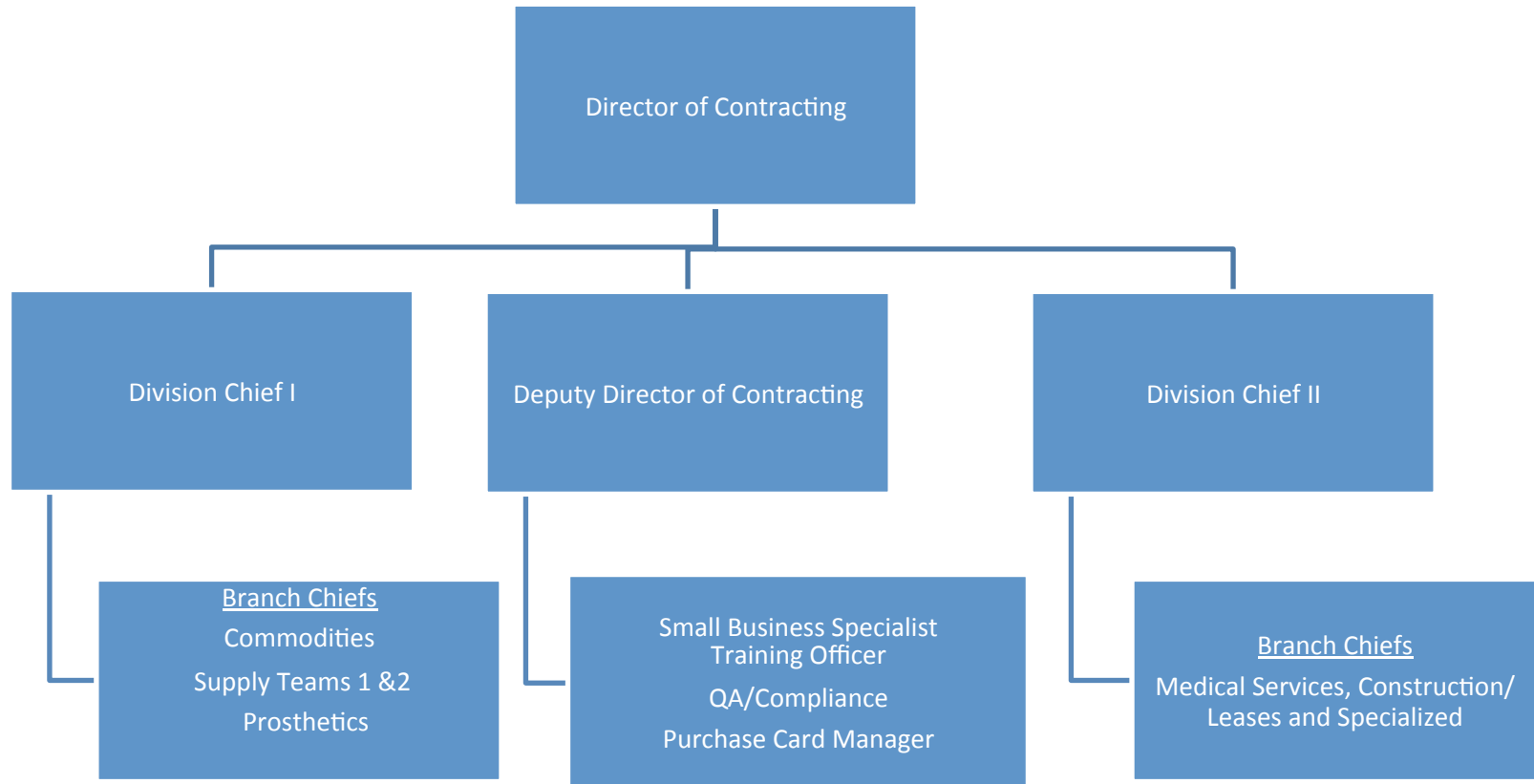


VETERANS HEALTH ADMINISTRATION
SAC WEST
SERVICE AREA OFFICE * **WEST**

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



Questions?

