U.S. Department of Veterans Affairs

Doing Business With The Department of Veterans Affairs

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VISN 20 / NCO 20

Alaska

Station 463 Anchorage
CBOC Fairbanks
CBOC Kenai
CBOC Mat-Su
Outreach Clinic Juneau
Outreach Clinic Homer

Western Washington

Station 663 Seattle / 663A4 American Lake
CBOC Mount Vernon
CBOC Bremerton
CBOC King County (3) sites
CBOC South Sound
Outreach Clinic Port Angeles, MOB

Inland South Idaho

Station 531 Boise
CBOC Caldwell
CBOC Twin Falls
Outreach Clinic Salmon
Outreach Clinic Burns
Outreach Clinic Mtn Home

South Cascades

Station 648 Portland / 648A4 Vancouver
CBOC East Portland
CBOC West Portland (Hillsboro)
CBOC Bend
CBOC Salem
CBOC North Coast
CBOC West Linn
Outreach Clinic The Dalles
Outreach Clinic Newport

Station 653 Roseburg
CBOC Brookings
CBOC Eugene
CBOC North Bend
Outreach Clinic Crescent City

Station 692 White City
CBOC Klamath Falls
CBOC Grants Pass
Outreach Clinic Lakeview
MOB Mobile Medical Unit

Inland North

Station 668 Spokane
CBOC Coeur d'Alene
CBOC Wenatchee
Outreach Clinic Libby
MOB Mobile Medical Unit
Community Partnerships: Colville, Tonasket, Republic, Sandpoint

Station 687 Walla Walla
CBOC La Grande
CBOC Lewiston
CBOC Richland
CBOC Yakima
Community Partnerships: Grangeville

What Does VA Buy

SUMMARY OF PRODUCTS AND SERVICES VA PROCURES

- Pharmaceuticals and medical and surgical supplies
- Equipment, supplies, and materials for facility operation
- Maintenance and repair of medical and scientific equipment
- Building construction, maintenance, and repair
- Prosthetic and orthopedic aids
- Non-IT enterprise-wide solutions
- Enterprise-wide solutions in information and technology
- Architect/Engineer services

Top NCO 20 NAICS Codes Used

1.)	236220 – Commercial & Instructional Building Construction	$81M
2.)	339113 –Surgical Appliances and Supplies Manufacturing	$41M
3.)	623110 – Nursing Care Facilities (Skilled Nursing Facilites)	$11M
4.)	541310 – Architectural Services	$3M

VA & Kingdomware

In this ruling the Supreme Court held that VA must apply the Rule of Two to all competitive contract awards, including orders on the Federal Supply Schedules.

Kingdomware Techs. v. United States, No. 14-916, 597 U.S. (June 16, 2016).
https://www.gao.gov/products/D03993#mt=summary

Fiscal Year 2019 Small Business Spend

Category	Spend	Percentage
Service Disabled Veteran Owned Small Business	$154M	40.39%
Veteran Owned Small Business	$160M	42.07%
8(a) Procedure	$36K	0.01%
Small Disadvantaged Business	$74M	19.40%
Women Owned Small Business	$31M	8.37%
Certified HUBZone Small Business	$13M	3.49%
Total Small Business Eligible Dollars	$381M	

Marketing to the VA

- Register with applicable systems
- Focused Experience
- Industry Specific Licenses and Requirements
- Showcase you capabilities - Web Site/Capabilities Statement
- Knowledge of Federal Procurement and Process
- Knowledge of Customer
- Verified Status
- Start Small
- Be present, be aware

VA Cycle of Success

A five-step process that outlines best practices for both VA and small businesses to work together effectively.

- **AWARENESS**
- **RISK MITIGATION**
- **ACCESS**
- **PROCUREMENT MECHANISMS**
- **PERFORMANCE**

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AWARENESS

Gain insight regarding ongoing opportunities and regulatory guidance within VA acquisition and contract procurement processes

Awareness

Action items:

- **Register with applicable system**
- **Showcase you capabilities**
- **Be present, be aware**

Find VA Federal Contracting

Federal Business Opportunities – has moved!

https://beta.sam.gov/

VA Contract Catalog Search Tool (VA CCST)

https://www.va.gov/nac/

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RISK MITIGATION

Discover solutions to help minimize risks for both small businesses and the federal government.

RISK MITIGATION

- Mitigating risk protects the interests of both the customer and supplier.

- VA mitigates risk by selecting eligible small businesses that successfully meet federal requirements to perform as prime contractors or subcontractors.

- Small businesses new to the federal marketplace should focus on preparing company resumes that showcase corporate experience, core competencies, achievements, and certifications.

Mitigate Risk by Subcontracting

Partner with procurement-ready prime contract holders as a subcontractor.

- Subcontracting is a great opportunity for small businesses to reduce potential risks by obtaining significant, practical experience.

Subcontracting opportunities are posted in the following directories:

- Subcontracting Network database
- General Services Administration's Subcontracting Directory for Small Businesses
- Department of Defense Subcontracting Opportunity Directory
- SBA's Directory of Federal Government Prime Contractors with a Subcontracting Plan

Risk Mitigation Programs and Resources

VA Veterans First Contracting Program, Learn more at:
http://www.va.gov/osdbu/verification/

Vendor Information Pages (VIP), Learn more at:
http://www.vip.vetbiz.va.gov/

Verification Assistance Program (VAP), Learn more at:
http://www.va.gov/osdbu/verification/assistance/index.asp

VA-Certified Verification Counselors, Learn more at:
https://www.va.gov/osdbu/verification/assistance/counselors.asp

Contractor Performance Assessment Reporting System (CPARS), Learn more at:
https://www.cpars.gov/

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ACCESS

Gain access to programs and resources for small businesses to market services to and engage with program decision makers (PDMs) and contracting professionals.

ACCESS

VA Direct Access Program:

http://www.va.gov/OSDBU/outreach/dap/index.asp.

Access a list of VA small business scheduled events at:
https://www.va.gov/OSDBU/calendar.asp

Small Business Liaisons

- VA SBLs offer advice to small businesses on individual procurement opportunities and specialized contract components.

- SBLs provide information about VA procurement contracting opportunities, small business program goals, verification, and much more.

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PROCUREMENT MECHANISMS

Learn details on contracting vehicles and contract types used in the federal acquisition of products and services.

VA FSS FUNCTIONS

Authorized by U.S. General Services Administration (GSA), VA manages nine multiple award schedule programs for medical equipment, supply, pharmaceutical, and service schedule programs. VA FSS provides access to in-demand products and services organized into three categories:

- pharmaceuticals,
- commodities, and
- services.

Learn more at: http://www.va.gov/oal/business/fss/schedules.asp.

CONTRACT TYPES

FAR Part 16 details various contract types used in federal acquisition of products and services.

Learn more about federal acquisition contracts at:

https://www.acquisition.gov/content/part-16-types-contracts

Contracting Procedures

- Federal agencies adhere to three types of contracting procedures during the acquisition process.
- FAR 13 – Simplified Acquisition Procedures
- FAR 14 – Sealed Bidding
- FAR 15 – Contract by Negotiations

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PERFORMANCE

Use tools and resources to document contract performance

PERFORMANCE

- Contractor Performance Assessment Reporting System (CPAR)
- Success Stories
- References/Testimonials
- https://www.cpars.gov/

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Other Resources & POC's

Vets First Verification Program

https://www.va.gov/osdbu/library/factsheets.asp

Site contains helpful resources about VA OSDBU resources and tools, acquisitions and contracting support, the Vets First Verification Program, and more.

Resources

- LOCAL PTAC CAN HELP WITH:
  - CVE Certification
  - GSA Schedules
  - WA: www.WashingtonPTAC.org 360-464-6043
  - OR: www.gcap.org 541-736-1088
  - ID: www.idahosbdc.org/PTAC 208-426-1741
  - AK: www.PTACalaska.org 907-786-7258
  - All Other States: www.aptac-us.org

VA Contact & Resources

Office of Small & Disadvantaged Business Utilization (OSDBU)

202-461-4300

www.va.gov/osdbu

SDVOSB/VOSB Certification

Center for Veterans Enterprise (CVE)

202-618-3765

202-303-3260

https://www.va.gov/osdbu/verification/index.asp

VISN 20 Contacts

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Q&A Discussion