

DOING BUSINESS WITH THE VA

PRESENTED BY:

Sabrina Smith
Director of Contracting
Network Contracting Office 18
Covering Arizona and New Mexico



VA Reorganization Network Contracting 18

- * After the reorganization, VISN 18 was removed
- * VISN 18 has been combined with VISN 22 & NCO 18 will be combined with NCO 22 in the near future
- * NCO 22 will then include Arizona, New Mexico and lower California to include San Diego, Los Angeles, Long Beach
- * Our portion of NCO 22 will cover the facilities Phoenix, Tucson, and Prescott in Arizona and Albuquerque in New Mexico
- * The Texas facilities once part of NCO 18 are now under VISN 17 and NCO 17



Phoenix VA Health Care System

650 E. Indian School Road

Phoenix, AZ 85012



The Phoenix VA Health Care System proudly serves Veterans in central Arizona at its main medical center and outpatient VA Health Care Clinics.



Southern Arizona VA Health Care System

3601 S 6th Ave
Tucson, AZ 85723



The Southern Arizona VA Health Care System (SAVAHCS), previously known as the Tucson VA Medical Center, began its existence in an abandoned popular recreation spot, located about 13 miles north of town along the road to Oracle Junction. This recreation spot known as Pastime Park, featured at different times, a skating rink, bowling alley, dance hall, and a notorious roadside tavern.



Northern Arizona VA Health Care System

500 Hwy 89N
Prescott, AZ 86313



The Northern Arizona VA Health Care System provides inpatient and outpatient care at the Bob Stump VAMC in Prescott, Arizona and also provides outpatient care at community based outpatient clinics (CBOCs) in Anthem, Flagstaff, Cottonwood, Kingman and Lake Havasu City, Arizona. We also provide Primary Care Telehealth at two outpatient clinics in Page and Holbrook, and serve those in highly rural areas at Chinle Comprehensive Care Facility (Indian Health Services) in Chinle, Arizona. The Northern Arizona VA Healthcare System is part of the Veterans Integrated Service Network (VISN) 18 and serves a population of about 75,000 Veterans in a primary service area that includes six counties in North Central Arizona.



Raymond G. Murphy VA Medical Center

1501 San Pedro SE
Albuquerque, NM 87108

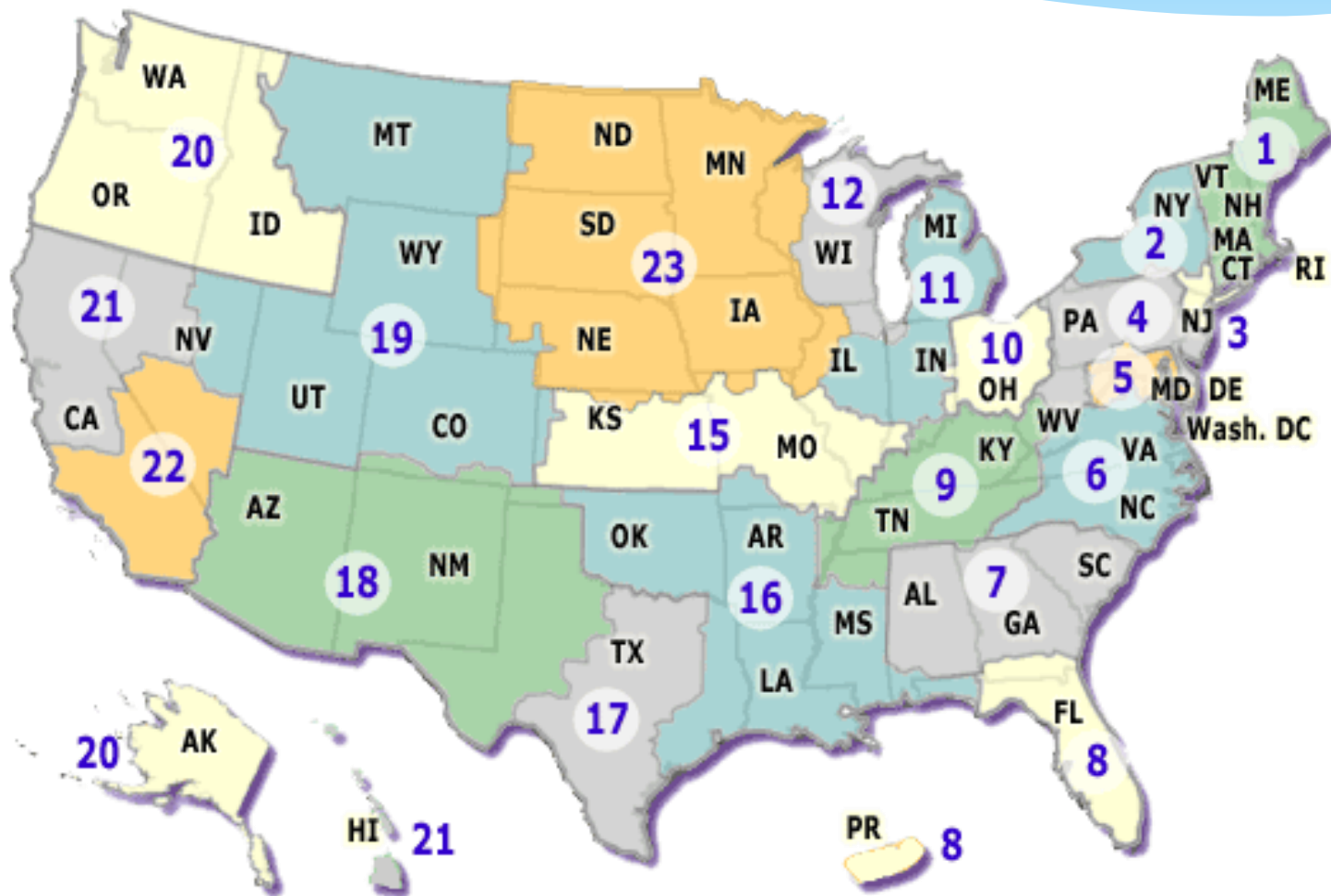


The New Mexico Veterans Affairs Health Care System (NMVAHCS) strives to provide the highest quality primary, secondary, and tertiary health care to its beneficiaries through a compassionate, innovative health care system, excellent training and education of health care professionals, and effective use of available resources. The Raymond G. Murphy VA Medical Center is a Level 1 tertiary referral center with a 24-hour Emergency Room located in the heart of the Land of Enchantment. The medical center is authorized to operate 310 beds, which include 184 acute hospital beds (including a 26 bed Spinal Cord Injury Center), 90 residential rehabilitation treatment program beds (including a 26 bed Psychosocial Residential Rehabilitation Treatment Program [PRRTP], a 24 bed Substance Abuse Residential Rehabilitation Treatment Program [SARRTP], a 40 bed Domiciliary RRTTP), and a 36-bed Nursing Home Care Unit.



VHA Old Structure – “VISNs”

Veterans Integrated Service Networks





Contracting Dollars spent in FY 16

Total # of Actions

❖ 66,555

Total Dollars Spent

❖ \$404,237,579

Transaction by Purchase Cards/Checks (estimated)

* FY 16 with Purchase cards and/or Checks <\$3500

Purchase Card Cost dollars

\$143,069,846.68

Purchase Card Transactions

169851

Imprest Funds/checks dollars

\$6,230.56

Imprest Funds/ Checks

13

* FY 15 with Purchase cards and/or Checks

Purchase Card Cost dollars

\$173,360,189.41

Purchase Card Transactions

238573

Imprest Funds/checks dollars

\$24,202.08

Imprest Funds/ Checks <3500

42



How to Become Procurement Ready

- * In order to sell a product or service to the Federal Government (i.e., the VA) – you must be registered in the site **System for Award Management (SAM)** which is www.sam.gov – this site is FREE
- * In order to register, you must obtain and **Dun & Bradstreet number** (DUNS number) – this can be obtained through the SAM site if you don't already have one
- * The **Procurement Technical Assistance Center (PTAC)** can help you register or deal with issues during registration and their services are FREE
- * If you are a Veteran owned small business, consider becoming a **verified veteran business** so when procurements are set-aside for Service-disabled veterans or veteran small businesses you can put in your proposal – register at www.vip.VetBiz.gov



2017 VHA Small Business Goals

- * **Small Business (SB)** **42%**
- * **Service Disabled Veteran Owned SB** **10%**
- * **Veteran Owned SB** **12%**
- * **Woman Owned SB** **5%**
- * **HubZone** **3%**
- * **Small Disadvantaged Business** **5%**
- * **SDB & 8(a)** **5%**



How to Become Procurement Ready

- * Please remember that all these services are **FREE** and if you are asked for a credit card – get out of that site – make sure you are at a **.gov site not .com**
- * Once you are registered in SAM – consider what service/product you are providing and would it benefit your company to become a GSA contractor or prime vendor, etc.
- * Set up alerts in www.fbo.gov so you can get e-mails when your North American Industry Classification Code (NAICS) code (s) come up in a solicitation
- * Network with customers at vendor fairs, networking events, conferences, etc.



Kingdomware Case Update

Public Law 109-456 Veterans First

- * As a result of the Kingdomware decision, the VA will now set-aside procurements for SDVOSB/VOSB when there are two or more companies that are verified thru VIP, can provide a satisfactory product/service and propose a reasonable price.
- * This includes GSA/FSS contracts and open market. GSA/FSS vendors must be verified in VIP site in order to be considered for award under these contracts.
- * Items/services available through Ability One and Federal Prison Industries are still considered mandatory and not subject to SDVOSB/VOSB set-asides.



2017 Vendor Fairs

These events are set at the hospitals to allow interaction with the facility customers and also provide training to contractors. These are the events held in 2017 below. We are currently planning 2018 events.

- * February 15th Phoenix, AZ
- * February 22nd Tucson, AZ
- * March 15th Albuquerque, NM
- * March 29th Prescott, AZ



2017 Networking Events

These are events that are sponsored by the Procurement Technical Assistance Centers for networking with companies and contracting officials. These are the events that were held in 2017. Events are being planned for 2018.

- * **February 16th** **Tempe, AZ**
- * **February 21st** **Tucson, AZ**
- * **March 16th** **Albuquerque, NM**



Improve Your Chances

- Service-Disabled Veteran-Owned &
 - * Veteran-Owned Rep/Verification*
- Register in VIP Database*
- 8(a) Certification
- HUBZone Certification/WOSB Repository
- Federal Supply Schedules (FSS/GSA) Contract
- Respond to RFI and Sources Sought
- Create Partnerships and Joint Ventures
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of Marketing Assistance



Sites of Interest

- * Forecast of Contracting Opportunities
www.va.gov/osdbu
- * GSA E-Buy <https://www.ebuy.gsa.gov>
- * FedBizOpps (FBO) www.fbo.gov
- * System for Award Management www.sam.gov
- * VetBiz www.vip.vetbiz.gov
- * OSDBU www.va.gov/osdbu



NCO 18 Contact Information

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NCO 22 and 17 Contacts

Vacant

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NCO 17 (Texas region)

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Questions



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