Business Opportunities with
VA Mid-Atlantic Healthcare Network
VISN 6

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Small Business Liaison
Network Contracting Office (NCO) 6
Mission
To provide cost effective, value added contractual services to the seven 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.
VISN 6 is comprised of:

• seven (7) VA Medical Centers,

• 28 associated community-based outpatient clinics (CBOCs),

• five (5) Healthcare Centers (HCCs)

The network utilizes more than 13,500 clinical support staff members, and about 4,000 volunteers to serve greater than 320,000 Veterans annually across a North Carolina and Virginia service area.
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 procurement 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.
VHA Acquisition

SAO West
NCO 17, NCO 19
NCO 20, NCO 21
NCO 22

SAO Central
NCO 9, NCO 10,
NCO 12, NCO 15,
NCO16, NCO 17,
NCO 23

SAO East
NCO 1, NCO2, NCO
4, NCO 5 NCO 6,
NCO7, NCO8
VISN 6 Geographic Locations

- Asheville, NC
- Fayetteville, NC
- Durham, NC
- Salisbury, NC
- Hampton, VA
- Richmond, VA
- Salem, VA
### FY18 Socioeconomic Procurement Preference
#### Prime Contracting Goals/Accomplishments

<table>
<thead>
<tr>
<th>Category</th>
<th>Statutory</th>
<th>VISN 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>45%</td>
<td>61.94% ($305,185,191.57)</td>
</tr>
<tr>
<td>Small Disadvantaged Bus. (including section 8(a))</td>
<td>5%</td>
<td>19.30% ($95,094,255.27)</td>
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<tr>
<td>Women-Owned Small Business</td>
<td>5%</td>
<td>5.77% ($28,448,390.11)</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>22%</td>
<td>48.7% ($239,941,839.00)</td>
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<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>18%</td>
<td>44.99% ($221,687,790.69)</td>
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<tr>
<td>HUBZone Small Business</td>
<td>3%</td>
<td>4.61% ($22,734,626.20)</td>
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</table>
# What VISN 6 Buys
## Top 6 NAICS Code

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Industry Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>325412</td>
<td>PHARMACEUTICAL PREPARATION MANUFACTURING</td>
<td>$186,925,378.70</td>
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<tr>
<td>339113</td>
<td>SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING</td>
<td>$84,285,869.48</td>
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<tr>
<td>236220</td>
<td>COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION</td>
<td>$83,276,360.15</td>
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<tr>
<td>339112</td>
<td>SURGICAL AND MEDICAL INSTRUMENT MANUFACTURING</td>
<td>$38,641,830.54</td>
</tr>
<tr>
<td>541519</td>
<td>OTHER COMPUTER RELATED SERVICES</td>
<td>$27,729,925.39</td>
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<tr>
<td>623110</td>
<td>NURSING CARE FACILITIES (SKILLED NURSING FACILITIES)</td>
<td>$21,304,613.12</td>
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</tbody>
</table>
Who Procures What?

- NCO 6 Contracting Officers - >$10,000
- Purchase Card Holders - micro-purchases
  - $10,000 Supplies and Equipment
  - $2,500 Services
  - $2,000 Construction
- Ordering Officers
  (Medical Center – Logistics and Pharmacy Personnel)
NRM Construction

• **ASHEVILLE VAMC**
  - Construction
    - Expand/Renovate Operating Rooms
    - Renovate Ward 1 East for Oncology Specialty Care
  - Design
    - Purchase and Renovate Building Adjacent to Asheville Property

• **DURHAM VAMC**
  - Construction
    - Renovate PACU
    - Replace Site Water Loop
    - Reno Hall, Walls, & Ceilings Ground & 2nd Floor Bldg 1
    - Install Security Features
    - Replace AHUs 4&6
    - Improve Patient Privacy
    - Construct New Specialty Care Building 16
    - Expand Parking Garage, Building 33
NRM Construction

- **FAYETTEVILLE VAMC**
  - Construction
    - Reconfigure Pharmacy for 797
    - Expand D-wing for Emergency Room, Cardio Lab, and Health Care Administration
    - Renovate D-wing Basement for Dental
  - Design
    - Renovate Historical Building for Residential Rehabilitation and Treatment Program

- **HAMPTON VAMC**
  - Construction
    - Repair Moisture Integrity of B110, B110A
    - Upgrade Water Distribution for Legionella
    - Renovate and Expand Domiciliary B-148
    - Replace Building 71 and Eliminate Administrative Lease Space
  - Design
    - Make structural repairs to concrete floor deck bldg. 137A
    - Replace Fiber Optic Data Cabling
    - Construct Prosthetics Facility and Demolish Building 50
FY19 VISN 6 Construction Opportunities

NRM Construction

- **Richmond VAMC**
  - Construction
    - Elevator Upgrades
    - Signage Upgrade
    - Replace HVAC Systems 2 and 5
    - Public Restrooms Upgrades
    - Loading Dock and Canopy
    - Construct New Clinical Lab for Surgical Expansion
    - Construct Information Technology Space
    - Construct Cancer Center
    - Expand Women’s Health/Primary Care Addition
    - Construct Polytrauma Integrative Rehabilitation Center
  - Design
    - Clinical Safety and Privacy Improvements
    - Expand and Enhance Community Living Center
    - Clinical Safety and Privacy Improvements
    - Expand and Enhance Community Living Center
NRM Construction

- **Richmond VAMC**
  - Design
    - Clinical Safety and Privacy Improvements
    - Expand and Enhance Community Living Center
    - Clinical Safety and Privacy Improvements
    - Expand and Enhance Community Living Center

- **Salem VAMC**
  - Construction
    - Renovate for Patient Privacy
    - Renovate for Water Quality
    - Renovate Primary Care
    - Consolidate Intensive Care Unit
  - Design
    - Replace Building Transformers
NRM Construction

- **Salisbury VAMC**
  - Construction
    - Renovate Building 2, Fifth Floor for Medical Surgical Beds
    - Replace Roofs on Buildings 1, 3, and 4
    - Install Exhaust Hoods for Cooking Bldgs 8 and 42
    - Emergency Generator for Clinical Lab
    - Building 7 Finishes
    - Expand and Renovate Emergency Department
  
  - Design
    - Renovate Building 3 for PACT and FCA Deficiencies
### FY19 VISN 6 Estimated Construction Budget

<table>
<thead>
<tr>
<th>Location</th>
<th>Base</th>
<th>Plus Up</th>
<th>Total NRM</th>
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</thead>
<tbody>
<tr>
<td>Asheville</td>
<td>$4,250,000</td>
<td>$3,969,000</td>
<td>$8,219,000</td>
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<tr>
<td>Durham</td>
<td>$17,184,000</td>
<td>-</td>
<td>$17,184,000</td>
</tr>
<tr>
<td>Fayetteville</td>
<td>$6,686,000</td>
<td>$2,080,000</td>
<td>$8,766,000</td>
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<tr>
<td>Hampton</td>
<td>$6,811,805</td>
<td>$594,000</td>
<td>$7,405,805</td>
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<tr>
<td>Richmond</td>
<td>$21,725,000</td>
<td>$636,000</td>
<td>$22,361,000</td>
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<tr>
<td>Salem</td>
<td>$13,504,804</td>
<td>$250,000</td>
<td>$13,754,804</td>
</tr>
<tr>
<td>Salisbury</td>
<td>$4,750,000</td>
<td>$9,593,000</td>
<td>$14,343,000</td>
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<tr>
<td>VISN</td>
<td>$4,750,000</td>
<td></td>
<td>$4,750,000</td>
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**Total NRM** $92,033,609
Before Marketing to VA

- Register in SAM: [https://www.sam.gov/portal/SAM/](https://www.sam.gov/portal/SAM/)
- SDVOSBs and VOSBs should register on VetBiz: [https://www.vip.vetbiz.gov/Public/Register/Register.aspx](https://www.vip.vetbiz.gov/Public/Register/Register.aspx)
- 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.)
Where to Find Procurement Opportunities

- **www.fbo.gov** – Federal Business Opportunities (FBO) open market requirements above $25,000; Sources Sought Notices

- **www.va.gov/osdbu** - VA Forecast of Contracting Opportunities

- **www.ebuy.gsa.gov** – GSA eBuy – requirements being ordered against Federal Supply Schedules (FSS Schedule Holders only)

- **www.sba.gov/subnet** - SBA’s SUB-Net (Subcontracting Opportunities)
Useful Links

• VA Office of Small and Disadvantaged Business Utilization
  – http://www.va.gov/osdbu/
• Doing Business with VA Resources
• National Veterans Small Business Engagement
  – http://www.nvsbe.com/
• VA Verification
  – http://www.vip.vetbiz.va.gov/
• Veteran Entrepreneur Portal
  – http://www.va.gov/osdbu/entrepreneur/
• Post-Kingdomware Training Webinar
  – https://youtu.be/DHTDZacANdE
On-Demand Training

• Building an Effective Capabilities Statement Training
  – https://attendee.gotowebinar.com/recording/6431184633580824579
• Procurement Readiness Part 1:
  – https://attendee.gotowebinar.com/rt/8442508058978943234
• Procurement Readiness Part 2:
  – https://attendee.gotowebinar.com/rt/9035570337350321922
• Procurement Readiness Part 3:
  – https://attendee.gotowebinar.com/rt/549272412849655810
• Navigating VA Forecast of Contracting Opportunities (VA FCO)
  – https://attendee.gotowebinar.com/rt/6359860412645722114
• Navigating FedBizOpps
  – https://attendee.gotowebinar.com/recording/2174344003382782472
• Mitigating Risk for the Small Business
  – https://attendee.gotowebinar.com/recording/6620573319718022147
NCO 6 Point of Contact

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Questions?