Doing Business with the VA
A Guide for Small Businesses

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About us

VA operates the nation's largest integrated health care system, with more than 1,700 hospitals, clinics, community living centers, domiciliaries, readjustment counseling centers, and other facilities.

VA administers a variety of benefits and services that provide financial and other forms of assistance to Service members, Veterans, their dependents and survivors.

VA operates 131 national cemeteries in the U.S. and Puerto Rico. Burial and memorial benefits are available for eligible service members, Veterans, and family members.
About us

Doing Business with VA

VA is one of the largest procurement and supply agencies of the federal government. Drugs, medical supplies and equipment, IT equipment and services, and other critical patient care items must be procured and distributed to VA healthcare facilities.

OSDBU seeks to enable Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) Veteran-Owned Small Businesses (VOSBs), Small Disadvantaged Businesses, HUBZone Businesses, and Women-Owned Small Businesses to add value to the work of VA.
Primary Opportunities at VA

What VA buys – 3 digit Naics

238 Specialty Trade Contractors
237 Heavy and Civil Engineering Construction
485 Transit and Ground Passenger Transportation
812 Personal and Laundry Services
337 Furniture and Related Product Manufacturing
327 Nonmetallic Mineral Product Manufacturing
236 Construction of Buildings
541 Professional, Scientific, and Technical Services
443 Electronics and Appliance Stores
333 Machinery Manufacturing
561 Administrative and Support Services
339 Miscellaneous Manufacturing
532 Rental and Leasing Services
Who is Buying?

**VHA - $12.8B**
- 325 Chemical Manufacturing: 2.04% SB
- 236 Construction of Buildings: 99.6% SB
- 339 Miscellaneous Manufacturing: 42.0% SB

**OAO - $3.6B (Office of Acquisition Operations, TAC, SAC)**
- 541 Professional, Scientific, and Technical Services: 60.1% SB
- 334 Computer and Electronic Product Manufacturing: 34.1% SB
- 621 Ambulatory Health Care Services: 5.2% SB

**CFM - $755.8M (Construction and Facilities Management)**
- 236 Construction of Buildings: 8.7% SB
- 541 Professional, Scientific, and Technical Services: 16.1% SB
- 237 Heavy and Civil Engineering Construction: 55.5% SB
Who is Buying, Continued

**NAC – $1.6B**
- 334 Computer and Electronic Product Manufacturing: 1.8% SB
- 339 Miscellaneous Manufacturing: 54.2% SB

**NCA - $186M**
- 327 Nonmetallic Mineral Product Manufacturing: 68.2% SB
- 561 Administrative and Support Services: 99.4% SB
- 812 Personal and Laundry Services: 99.2% SB

**VBA - $59.4M**
- 624 Social Assistance: 71.1% SB
- 541 Professional, Scientific, and Technical Services: 94.4% SB
- 337 Furniture and Related Product Manufacturing: 30.7% SB
Veterans First Contracting Program

Purpose and Function

Provides VA the unique authority to award set-aside and sole source contracting opportunities to VA verified Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB)

Places Veterans at the head of the line for contract awards.

Veterans First Hierarchy:
• SDVOSBs
• VOSBs
• 8(a)BD, HUBzone, small businesses
• Unrestricted

Participants of this program must be VA-Verified SDVOSBs and VOSBs.
Key Elements of Verification
What Veteran Small Business Owners Should Know

OSDBU’s Center for Verification and Evaluation (CVE)
Primary Governing Regulation
• 38 CFR 74
• Eligible Applicants
• Small Businesses owned and controlled by Veterans

Core Tenets of the Verification Program
• Veteran Status
• Ownership
• Control
• Vendor Information Pages (VIP)
• Database listing all VA Verified SDVOSB and VOSB
Benefits to VOSB

Why get verified

Verified SDVOSBs and VOSBs:
Are VOSB set-aside eligible to compete for VA contracts through the Veterans First Contracting Program
Take home the bulk of VA small business spend*

Are readily accessible to both federal and private entities looking to partner and work with Veterans through the Vendor Information Pages (VIP)

* Although Verified SDVOSBs and VOSBs receive priority consideration for VA contracts, this does not mean they are guaranteed a contract.
Resources

Where to go for assistance

VETBIZ Website: http://www.vetbiz.gov
• FAQs
• Fact Sheets
• Verification Assistance Briefs and Guides
• Self-assessments

VA-Certified Verification Assistance Counselors:
http://www.va.gov/osdbu/verification/assistance/counselors.asp

• Available to assist all Veterans through the application process 100% free of cost
• Located in every state and the District of Colombia
• Help Desk Support: available 8am-8pm, Monday-Friday
Path to Success

AWARENESS
- System for Award Management (SAM)
- Web Site
- Requests for Information (RFI)
- Be Present
- Federal Business Opportunities (FBO)
- Forecast of Contracting Opportunities (FCO)
- Trade Publications

RISK MITIGATION
- Past Performance
- Corporate Experience
- Certifications
- Resumes
- Focus on Core Competencies
- Start Small
- Get Verified

ACCESS
- National Veterans Small Business Engagement (NVSBE)
- VA Direct Access Program (DAP)
- Industry Events

PROCUREMENT MECHANISMS
- Federal Supply Schedule (FSS)
- Blanket Purchase Agreement (BPA)
- Indefinite Delivery, Indefinite Quantity Contracts (IDIQ)
- Sole Source Contract

PERFORMANCE
- Contractor Performance Assessment Reporting System (CPARS)
- Success Stories
- References/Testimonials
## Awareness

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Procurement Mechanisms

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Procurement Readiness

Demonstrated ability to win and successfully perform contracts

Procurement Ready small businesses are more appealing to Procurement Decision Makers (PDMs)

**Basic Steps to Procurement Readiness**
- Register in SAM
- Obtain Industry Specific Licenses and Requirements
- Know the Customer
- Customize Web Site/Capabilities Statement
- Demonstrate Corporate and Personal Experience
- Know of Federal Procurement Readiness and Process
- Become Verified
- Know the Language
- Be Present
Procurement Ready Assistance

Tips

• Partner with procurement ready businesses
• Obtain Non-Government Contracts to gain experience
• Compete for Small Contracts (SAT)
• Seek help from programs that promote procurement readiness
Procurement Ready Assistance

Where to Find Help

- Veterans Business Opportunity Centers
- SBA Business Development Programs “Boots to Business”
- Procurement Technical Acquisition Centers
- Minority Business Development Agency (MBDA)
- SCORE (Service Corps of Retired Executives)
- 8(a) Business Development Program
- Mentor Protégé Programs
- Federal Contracting Certification
Doing Business With VA
Prime & Subcontracting Opportunities

Open market requirements published at FedBizOpps:
www.fbo.gov Find federal procurement opportunities over the micro-purchase threshold of $25,000.00.

VA Forecast of Contracting Opportunities:
https://www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx
Access best estimates on upcoming contract opportunities.

U.S. Small Business Administration Subcontracting Network:
www.sba.gov/subnet Review available federal subcontracting opportunities
Resources

Connect with Us

**OSDBU:** http://www.va.gov/osdbu

**Verification:** http://www.Vetbiz.gov

**Helpdesk:** (866) 584-2344

**Veteran Entrepreneur Portal:** http://www.va.gov/OSDBU/entrepreneur/index.asp

**VA Small Business Liaisons:** http://www.va.gov/osdbu/about/contacts.asp#sbl

**VA Forecast of Contracting Opportunities (FCO)**
https://www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx

**VA Federal Supply Schedule (FSS):** http://www.fss.va.gov/
Questions?

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