

How to Do Business with VISN 20

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U.S. Department
of Veterans Affairs



Acquisitions and Contractual Authority

- 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 contractual 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.



Small Business Program

- Advise Leadership on small business related matters. Identify, utilize and promote business opportunities for small businesses.



VHA Structure – “VISNs”

Veterans Integrated Service Networks





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

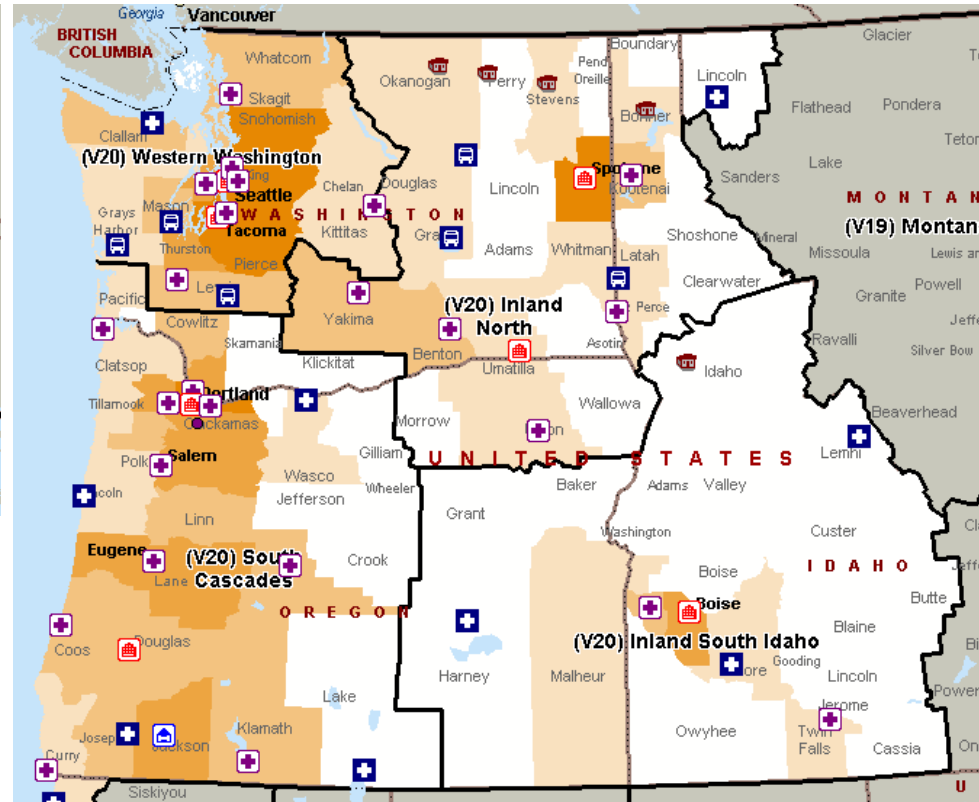
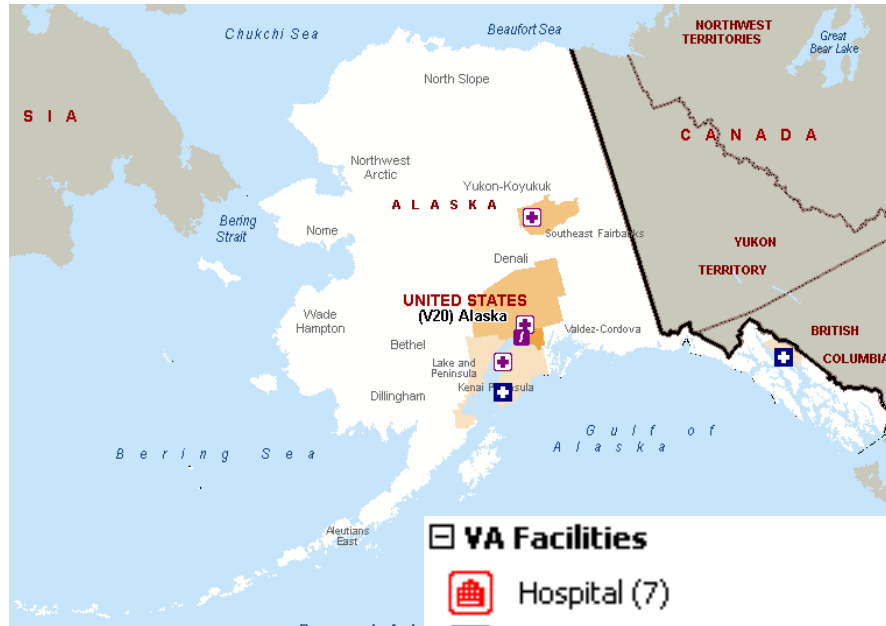
- CBOC Coeur d'Alene
- CBOC Wenatchee
- Outreach Clinic Libby
- MOB Mobile Medical Unit
- Community Partnerships: Colville, Tonasket, Republic, Sandpoint



Station 687 Walla Walla

- CBOC La Grande
- CBOC Lewiston
- CBOC Richland
- CBOC Yakima
- Community Partnerships: Grangeville

VISN 20 Geography and Sites of Care



Square Miles: 805,126
 States: 6 (135 counties)
 23% of total US landmass



Who Procures?

- Contracting Officers
- Contracting Specialists



How Can You Help Us?

- **Read the Solicitation**

- Non-responsive if all information requested not provided
- You will be held responsible for all parts of the contract to include clauses.
- If you don't understand ask
- Submit all questions in writing



What VISN 20 Procures?

- 236220 – Commercial and Instructional Building Construction (\$38M)
- 623110 – Nursing Care Facilities (Skilled Nursing Facilities) (\$12M)
- 339113 – Surgical Appliance and Supplies Manufacturing (\$37M)
- 541310 – Architectural Services (\$6M)

Note: FY 16 expenditures



Small Business Spend As of 02/07/2017

	FY 16	FY 17
Total Small Business Awards	\$155,843,888	\$44,029,880
SDVOSB	\$62,995,621	\$11,348,033
VOSB	\$73,199,976	\$13,234,276
Small Disadvantaged Businesses	\$28,477,923	\$10,773,636
WOSB	\$26,477,887	\$6,823,014



Small Business Programs

- 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 (HUBZone) Set-Asides (FAR 19.13) OR
- Women-Owned and Economically Disadvantaged Women-Owned Set-Asides (FAR 19.15)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)



Where to Submit?

- Federal Business Opportunities Page
- GSA eBuy System
- NASA SEWP



Before Marketing to VISN 20

- Registration
- Experience
- Industry Specific Licenses and Requirements
- Web Site/Capabilities Statement
- Knowledge of Federal Procurement Readiness and Process
- Knowledge of Customer
- Verified
- Start Small
- Be present



How to Market to VISN 20

- **Contact Marc Frederick**

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Q&A

Questions?