

# U.S. Department of Veterans Affairs

## How To Do Business With VA





# VA's Mission

“With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us strive on to finish the work we are in, to bind up the nation’s wounds, *to care for him who shall borne the battle and for his widow and orphan*, to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.”



# Organizational Structure

- Veterans Health Administration (VHA)
- Veterans Benefits Administration (VBA)
- National Cemetery Administration (NCA)
- Staff Organizations



# What VA Buys

- Information Technology
- Medical, Dental & Veterinary Equipment & Supplies
- Pharmaceuticals
- Perishable & Non-Perishable Subsistence
- Nursing Home Services
- Prescription Eye Glasses
- Readjustment Counseling Services
- Home Oxygen & Delivery
- Bulk Oxygen & Medical Gases
- Security Services



# What VA Buys (cont.)

- Trash, Garbage & Infectious Waste Disposal
- Architect-Engineer Services
- Construction Services
- Office Supplies & Equipment
- Consulting & Advisory Services
- Medical Transcription Services
- Transportation Services
- Grave Markers & Headstones
- Integrated Pest Management Services



# Who Buys

- VA Medical Centers
- Veterans Integrated Service Networks (VISNs)
- VA National Acquisition Center
- VA Office of Acquisition and Materiel Management
- VA National Cemetery Admin.



## Who Buys (cont.)

- VA Austin Automation Center
- VA Office of Administration (VA Central Office)
- VA Denver Distribution Center



# How Does VA Buy?

- Required Sources of Supply (FAR Part 8)
- Contract Vehicles - GWACs, MACs, FSS
- Full & Open Competition after exclusion of sources (small business programs)
- Full & Open Competition (not using small business programs)





# How Does VA Buy? (cont.)

- Prime Vendor Programs
  - Medical/Surgical
  - Pharmaceutical
  - Subsistence
- National Contracts
- Federal Supply Schedules



# Small Business Programs

- Service-Disabled Veteran Owned Small Business and Veteran Owned Small Business Set-Asides and Sole Sources (Public Law 109-461)
- 8(a) Reserves (FAR 19.8)
- Historically Underutilized Business (HUB) Zone Set-Asides (FAR 19.13)
- Small Business Set-Asides -- Total & Partial (FAR 19.5)
- Small Business Competitiveness Demonstration Program Emerging Small Business Set-Asides (FAR 19.10)



# Veterans Entrepreneurship

- Public Law 109-461

Applies only to Department of Veterans Affairs

Allows for set aside and sole source authority

- VA Center for Veterans Enterprise

- 1-866-584-2344 (<http://www.vetbiz.gov>)



# VA Prime Contracting Opportunities

- Forecast of Contracting Opportunities  
(<http://www.va.gov/osdbu>)
- Federal Business Opportunities System  
(FEDBIZOPPS)  
(<http://www.fedbizopps.gov>)
- Recover Act (Stimulus) Projects  
(<http://www.fpds-ng.com/fpdsng/>)



# VA Forecast of Contracting Opportunities

- Required by Public Law 100-656
- Lists anticipated acquisitions by VA acquisition activity
- Lists small business points of contacts
- Lists purchase card coordinators at VA facilities.



# Subcontracting Opportunities

- Contract Awards published in **FEDBIZOPPS**
- Federal Procurement Data Center (FPDC) (<http://www.fpdc.gov>)
- Small Business Administration's Sub-Net (<http://web.sba.gov/subnet>)





# Improving Your Chances of Contracting With VA

- FSS Contract
- 8(a) / SDB Certification
- HUBZone Certification
- Accept Government-wide Purchase Card
- CCR Database (<http://www.ccr.gov>)
- VetBiz Vendor Information Pages (<http://www.vetbiz.gov>)
- Competitive Pricing
- Sustainable High Performance



# Local VA Small Business Contact

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