



# Conducting Business with VISN 12 and the U.S. Department of Veterans Affairs

Steve Maier

SMALL BUSINESS LIAISON

VISN 12: Great Lakes Healthcare System





# Department of Veterans Affairs Overview

- Mr. Scott Ivy
  - Contracting Officer
  - Branch Chief, Services/Prosthetics Team
  - Major in the Army National Guard



Welcome to the  
VA Great Lakes  
Health Care System  
VISN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.





# VA Structure

- Consists of 3 Administrations
  - National Cemetery Administration (NCA)
  - Veterans Benefits Administration (VBA)
  - Veterans Health Administration (VHA)



Welcome to the  
VA Great Lakes  
Health Care System  
VSN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.





# National Cemetery Administration (NCA)

- 131 National Cemeteries in the US/Puerto Rico
- Provides burial/memorial benefits to:
  - Eligible Service Members
  - Veterans
  - Family Members
- Wood National Cemetery is located at VA Milwaukee Campus
- For More Information of NCA please visit:

<http://www.cem.va.gov/>



# Veterans Benefits Administration (VBA)

- Administer benefits to Service Members, Veterans, their dependents and survivors. Local office: [Milw VA](#)
- Benefits include:
  - Compensation
  - Education & Training
  - Home Loans
  - Vocational Rehabilitation
- For More Information of VBA please visit:  
<http://benefits.va.gov/benefits/>



Welcome to the  
VA Great Lakes  
Health Care System  
VSN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.



# Veterans Health Administration (VHA)

- Nation's Largest integrated health care system
- More than 1,700 facilities covering all U.S. states and territories
  - Hospitals
  - Community Based Clinics
  - Community Living Centers
  - Domiciliaries
  - Readjustment Counseling (Vet) Centers



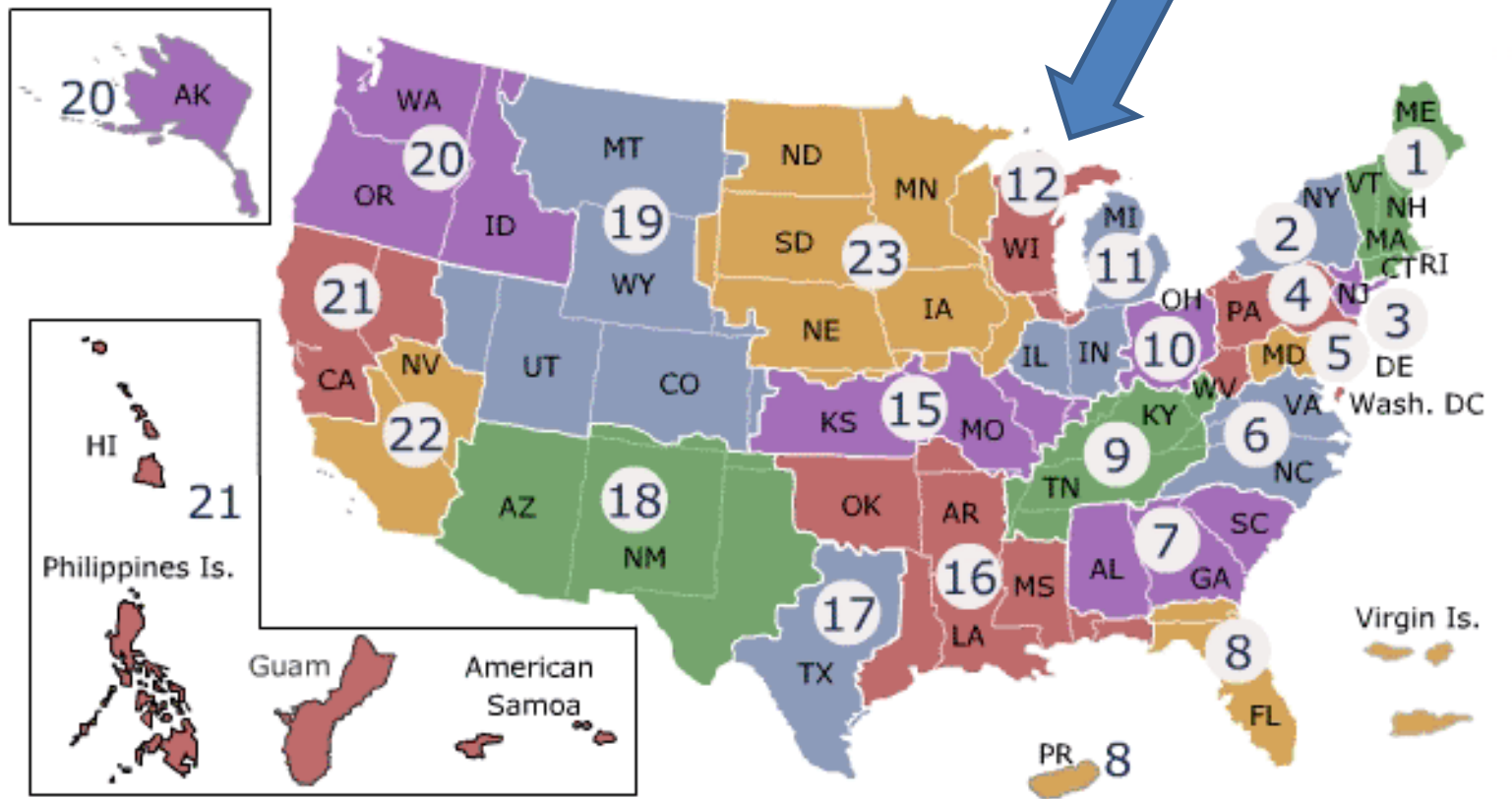
Please be advised: The information contained therein is subject to change at any time without notice.



# Veterans Health Administration (VHA)

- 21“VISNs” (No 13 or 14)

## Veterans Integrated Service Networks



Welcome to the  
VA Great Lakes  
Health Care System  
VISN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.





# VA Medical Centers in VISN 12

Clement J. Zablocki VAMC, Milwaukee, WI

[www.milwaukee.va.gov](http://www.milwaukee.va.gov)

William S. Middleton VAH, Madison, WI

[www.madison.va.gov](http://www.madison.va.gov)

Tomah VAMC, Tomah, WI

[www.tomah.va.gov](http://www.tomah.va.gov)

Capt. James Lovell FHCC, N.Chicago, IL

[www.lovell.fhcc.va.gov](http://www.lovell.fhcc.va.gov)

Jesse Brown VAMC, Chicago, IL

[www.chicago.va.gov](http://www.chicago.va.gov)

Edward Hines VAH, Hines, IL

[www.hines.va.gov](http://www.hines.va.gov)

Iron Mountain VAMC, Iron Mountain, MI

[www.ironmountain.va.gov](http://www.ironmountain.va.gov)

VISN 12 Homepage:

<http://www.visn12.va.gov/index.asp>



Please be advised: The information contained therein is subject to change at any time without notice.



# 40 Community Based Outpatient Clinics

Milwaukee	Madison	Tomah	Lovell	Jesse Brown	Hines	Iron Mtn
<a href="#">Appleton</a>	<a href="#">Baraboo</a>	<a href="#">Clark County</a>	<a href="#">Evanston</a>	<a href="#">Chicago</a>	<a href="#">Aurora</a>	<a href="#">Hancock</a>
<a href="#">Cleveland</a>	<a href="#">Beaver Dam</a>	<a href="#">LaCrosse</a>	<a href="#">Fisher</a>	<a href="#">Chicago Heights</a>	<a href="#">Elgin</a>	<a href="#">Ironwood</a>
<a href="#">Green Bay</a>	<a href="#">Freeport</a>	Owen	<a href="#">Kenosha</a>	<a href="#">Crown Point</a>	<a href="#">Joliet</a>	<a href="#">Manistique</a>
<a href="#">Union Grove</a>	<a href="#">Janesville</a>	<a href="#">Wausau</a>	<a href="#">Osborne Dental</a>	<a href="#">Lakeside</a>	<a href="#">Kankakee</a>	<a href="#">Marquette</a>
	<a href="#">Madison Central</a>	<a href="#">WI Rapids</a>	<a href="#">McHenry</a>		<a href="#">LaSalle</a>	<a href="#">Menominee</a>
	<a href="#">Madison West</a>		<a href="#">Red Rover</a>		<a href="#">Oak Lawn</a>	<a href="#">Rhineland</a>
	<a href="#">Rockford</a>		<a href="#">Tranquility</a>			<a href="#">Sault Ste Marie</a>



Welcome to the  
VA Great Lakes  
Health Care System  
VISN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.



# VISN 12 Map



Welcome to the  
VA Great Lakes  
Health Care System  
VISN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.



# Transition

- END OF Overview of VA.





# Overview of VISN 12 Contracting

- Steve Maier  
Small Business Liaison  
[steven.maier2@va.gov](mailto:steven.maier2@va.gov)



Please be advised: The information contained therein is subject to change at any time without notice.



# Network Contracting Office (NCO) 12 Serves VISN 12

## Central Contacting Office Location

Great Lakes Acquisition Center; Milwaukee WI. 414-844-4824

### Purchases Goods and Services by Product Lines:

- Commodities + Equipment
- Services
- Prosthetics
- Construction
- Medical Sharing (Healthcare Services/Staff)
- Specialized (Real Estate Leasing and associated services)

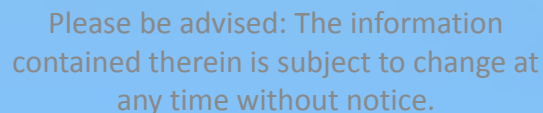


Welcome to the  
**VA Great Lakes  
Health Care System  
VISN 12**

Please be advised: The information  
contained therein is subject to change at  
any time without notice.



- Contracting Officers (COs)- (Sign Orders \$3k and above)  
Assigned at “Network Contracting Office”
- Purchasing Agents (PA)-(Prepare Orders \$25k and below)  
Assigned at “Network Contracting Office”
- Government Purchase Card (GPC) Holders - \$3k and below  
Assigned at various VA hospitals and clinics





# Service Area Offices (SAOs) East, Central, and West

## VHA Procurement Dashboard



Welcome to the  
VA Great Lakes  
Health Care System  
VSN 12

Please be advised: The information  
contained therein is subject to change at  
any time without notice.





## NCO 12 Small Business Goals

- 35% of spending to Small Businesses (FY14)
  - VOSB 12% (Veterans First goal)
  - SDVOSB 10% (Veterans First goal)
  - DSB 5%
  - WOSB 5%
  - HUBZone 3%




# Goals: How did we do?

- Spent \$425 million in Fiscal Year 2014
  - ✓ 39% on Small Business (35% Goal) (\$164m)
    - ✓ 26% on VOSB (12% Goal) (\$110m)
      - ✓ 24% on SDVOSB (10% Goal)
    - ✓ 7% on SDB (5% Goal) (\$ 28m)
    - ✓ 2% on WOSB (5% Goal) (\$ 10m)
    - ✓ 2% on HUBz (3% Goal) (\$ 7m)
    - ✓ 2% other small business (\$ 9m)



# Please pick up our Flyers


### Doing Business with the Great Lakes VA Health Care Network (VISN 12)



#### U.S. Department of Veterans Affairs

The Great Lakes Health Care Network consists of 7 VA main facilities grouped geographically by a Veterans Integrated Staffing Network (VISN):

- [Clement J. Zablocki VA Medical Center](#), Milwaukee, WI
- [Wm. S. Middleton VA Hospital](#), Madison, WI
- [Tomah VA Medical Center](#), Tomah, WI
- [Jesse Brown VA Medical Center](#), Chicago, IL
- [Edward Hines VA Hospital](#), Hines, IL
- [Federal Health Care Center](#), North Chicago, IL (VA + Navy)
- [Oscar G. Johnson VA Medical Center](#), Iron Mountain, MI



Contracting for Services, Supplies, Construction, Medical Services, Leases, and Prosthetics is done regionally by a Network Contract Office (NCO). The Veterans Integrated Staffing Networks (VISN) and Network Contract Offices (NCO) are numbered 1 thru 23. Great Lakes is "Region 12". NCO 12 is also known as the Great Lakes Acquisition Center or "GLAC", which is the centralized contracting office for region 12.

**What type of business are you in???** North American Industry Classification Systems (NAICS). This six-digit system is used in the federal government, for classifying industries. NAICS codes are also used to provide small and large business size standard determinations for specific industries. Find yours here: [2012 NAICS Table](#).

**HINT:** You may have more than one! Select 1 for each product/service you provide.

**U-SAM**  
With a DUNS number and NAICS code(s) in hand, the prospective Government vendor is ready to register to be listed in the official contracting database: [www.sam.gov](#).

Things you'll need to sign up for the System for Award Management (SAM):

- \* Active E-mail address
- \* Banking Info (for direct deposit)
- \* # of Employees
- \* Company POCs
- \* 3 years average revenue

**HINT:** There are services that charge to assist you, but you can register on SAM yourself for FREE.

**SBA**  
**Are you a SMALL Business??** The SBA uses NAICS codes as a basis for its size standards. Please check them out here: [SBA Size Standards](#).

The Federal Acquisition Regulation Subpart 19.201(a) reads: "It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to:

- Veteran-owned and Service-Disabled Veteran-owned
- HUB (Historically underutilized business)-Zone
- Disadvantaged and
- Women-owned small business concerns.

**HINT:** For Veteran-owned or Service-disabled Veteran owned, VA "set-aside" opportunities please register here: [VA eVETbiz certification Site](#).

**QUESTIONS? NEED FREE ASSISTANCE??**  
State and Federally funded non-profit offices called [Procurement Technical Assistance Centers](#) are available to assist vendors in all things related to federal contracting! Visit the home page (linked above) and select your state from the map on the left. "PTACs" are available in all 50 states!

Your **GLAC Small Business Liaison**:  
Steve Maier: [Steven.Maier2@va.gov](mailto:Steven.Maier2@va.gov)

**HINT:** For more information on any of the topics listed above please visit the SBA's website at [Getme Started: SBA Main Page](#).


**D-U-N-S**  
(Data Universal Numbering System)  
Assignment of a D-U-N-S number is free for all entities to register with the federal government. This includes federal contractors, prospective government vendors and applicants and recipients of federal grants. The D-U-N-S number is a unique nine-digit identification code and is issued by Dun & Bradstreet (D&B).

Please go to [Duns Simus](#) and provide the requested information. Within 24-48 hours, you will receive your D-U-N-S Number via email.

**Finding Federal Contracting Opportunities!!**  
Aptly named, the on-line single point of entry website for federal contract opportunities over \$25,000 is called "Federal Business Opportunities" and is available to the public to search, monitor and retrieve contract info: [www.fbo.gov](#)

**HINT:** Register for a "vendor" account and create and save detailed searches for your NAICS codes and/or specific agencies.

### Doing Business with the Great Lakes VA Health Care Network (VISN 12)



#### U.S. Department of Veterans Affairs

The Great Lakes Health Care Network consists of 7 primary VA facilities grouped geographically by Veterans Integrated Staffing Network (VISN):

- [Clement J. Zablocki VA Medical Center](#), Milwaukee, WI
- [Wm. S. Middleton VA Hospital](#), Madison, WI
- [Tomah VA Medical Center](#), Tomah, WI
- [Jesse Brown VA Medical Center](#), Chicago, IL
- [Edward Hines VA Hospital](#), Hines, IL
- [Federal Health Care Center](#), North Chicago, IL (VA + Navy)
- [Oscar G. Johnson VA Medical Center](#), Iron Mountain, MI

**PREPARING A QUALITY CAPABILITY STATEMENT**  
Once registered at the Government site [SAM](#), you are ready to let VISN 12 know what you have to offer. This can best be done by creating a [capability statement](#) and emailing it to the [small business liaison](#) with a little introductory paragraph about your company.

Much like a resume when applying for a job, a [Capability Statement](#) is your company profile in a quick and concise 1-2 page format for easy reference for Government buyers.

At a minimum include the following:

- Company name & logo w/key personnel contact info and website address.
- DUNS #, any small business certs or designations & applicable NAICS.
- Summary of products and services (core competencies).
- Any specific gov't contracts or projects you have worked.

**VA Existing Contracts/Mandatory Sources**  
In addition to the Federal Government's commitment to doing business with small business, it is important to understand that there are also pre-negotiated contracts on a VA (or Government) wide scale to allow NCOs to take advantage of economies of scale in negotiating better pricing for the taxpayer dollar. VA will look to use contract vehicles like these before creating new contracts for items in categories such as:

- Computers/IT: [GSA Schedule 70 - Gov't Wide Acq Contracts](#)
- Medical Supplies: [GSA Schedule 70 - Gov't Wide Acq Contracts](#)
- Medical Supplies & Equipment: [GSA Schedule 70 - Gov't Wide Acq Contracts](#)
- Medical Supplies & Equipment: [GSA Schedule 70 - Gov't Wide Acq Contracts](#)
- Medical Supplies & Equipment: [GSA Schedule 70 - Gov't Wide Acq Contracts](#)

**Where to find opportunities?**  
When not using an existing contract vehicle, such as those discussed in the box to the right, the VA posts opportunities on [Federal Business Opportunities](#) for procurements valued at \$25,000 or more. Register as a "vendor" for best results.

**HINT:** Set & save your advanced searches as "search agents" to send you daily or weekly emails when new opportunities post. Tweak advanced searches often if you are getting no hits.

You can find info on proposed procurements at the [VA Forecast of Contracting Opportunities](#), which extracts raw data from the VA contract writing system.

Lastly, procurements to various General Services Administration schedules (see box to the right) are posted at [GSA's e-Buy Site](#).

**HINT:** Explore getting on the [GSA's e-Buy Site](#) and/or [VA Specific contracts & programs](#) for yourself. (See bottom box for available assistance).

**The Veterans First program**  
Established in 2008 under Public Law 109-463, the [Veterans First](#) program expanded on the Federal Gov't's goal of 3% of annual contract spending on Service-Disabled Veteran Owned (SDVOB) firms by modifying the standards for VA procurements as follows:

- Creating a 12% goal for Veteran-owned small (VOSB) firms.
- Increasing VA SDVOB goal from 3% to 10%.
- For the purposes of meeting the above goals, allowing SDVOB, then VOSB to be considered before other socio-economic programs in procurements.

**HINT:** Participation in the program requires "verification". Register for the VA's [Vendor Information Pages](#) (VIP) to be listed in the eligibility database.

**QUESTIONS? NEED ASSISTANCE??**  
State and Federally funded non-profit offices called [Procurement Technical Assistance Centers](#) are available to assist vendors in all things related to federal contracting! Visit the home page (linked above) and select your state from the map on the left. "PTACs" are available in all 50 states!

Your **GLAC Small Business Liaison**:  
Steve Maier: [Steven.Maier2@va.gov](mailto:Steven.Maier2@va.gov)

**HINT:** For more info on federal contracting and small business please visit the SBA's website at [Getme Started: SBA Main Page](#).



Welcome to the  
VA Great Lakes  
Health Care System  
VISN 12

Please be advised: The information contained therein is subject to change at any time without notice.



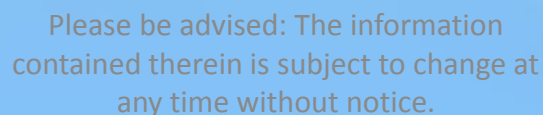
# Buzz Words

- [FAR](#), [VAAR](#), Public Laws, VA (SAO)Guidance
- [FBO](#), [FCO](#), [E-Buy](#)
- [GWAC](#), [SEWP](#), [FSS](#), [Prime Vendor](#), Affiliates
- GLAC, SAO, NCO, VISN, GSA, NAC
- Market Research, [SAM](#), [DSBS](#), [CVE](#)
- [NAICS](#), [DUNS](#)





- Mr. Rich Hedman, Branch Chief (Leasing)
- Ms. Kristi Kluck, Construction Contracting Officer
- Ms. Becky Cincotta, Healthcare Services Team Lead
- Mr. Paul Metevia, VISN 12 Logistics
- Mr. Scott Ivy, Branch Chief (Services + Prosthetics)
- Mr. Shane Mahaffy, Branch Chief (Supplies + Equip.)





# Leasing Branch Chief

- Mr. Rich Hedman



# Team Briefing – Leasing Team

- What types of requirements does your team handle?
- How do you typically go about procuring them?  
(Market Research, posting, mandatory sources)
- Please give a few examples of things small business might be able to participate in? (if applicable)



# Construction Contracting Officer

- Ms. Kristi Kluck

Please be advised: The information  
contained therein is subject to change at  
any time without notice.





# Team Briefing – Construction Team

- What types of requirements does your team handle?
- How do you typically go about procuring them?  
(Market Research, posting, mandatory sources)
- Please give a few examples of things small business might be able to participate in? (if applicable)



# Healthcare Team Lead

- Ms. Becky Cincotta



# Health Care (Aka Medical Sharing)

- The Medical Sharing Team at the Great Lakes Acquisition Center provides contracting services for all VISN 12 Medical Facilities and CBOCs, the Captain James A. Lovell Federal Health Care Center, and Vet Centers.
- Who do we contract with?
  - VA Affiliates (Universities with Residency Training Programs)
  - Federal Supply Schedule (FSS) contract holders (schedule 621-I)
  - Community Hospitals and Clinics
  - Individual Community Providers
  - Commercial companies/organizations providing healthcare or medical staffing services



Please be advised: The information contained therein is subject to change at any time without notice.



# Medical Sharing Contracted Services

- Nursing Homes
- Adult Day Health Care
- Transitional/Emergency Housing
- Readjustment Counseling Services
- Medical Services (breast care, radiology (fixed and mobile), cardiac monitoring, laboratory testing, etc.)
- Contracts for Medical Professionals including Physicians, Radiologists, Nursing Staff, etc.
- Transplants (heart, lung, liver, kidney)





# Team Briefing – Medical Sharing Team

- What types of requirements does your team handle?  
– ANSWERED!
- How do you typically go about procuring them?  
(Market Research, posting, mandatory sources)
- Please give a few examples of things small business might be able to participate in? (if applicable)



# Any Questions?

- Leasing
- Construction
- Medical Sharing



# Break Time!!!

- 15 Minute Break