

Doing Business with VA

Presented by
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U.S. Department
of Veterans Affairs



Overview

- What VA Buys
- Procurement Ready Checklist
- How to Stand Out from the Crowd
- Impact of Kingdomware Supreme Court Decision
- Adjusting to Current Small Business Climate
- How to Take Advantage of Increased Opportunities
- NVSBE 2017- *SAVE THE DATE!*
- VA Resources for Veteran Entrepreneurs
- Information Resources



What VA Buys

- Pharmaceuticals and medical and surgical supplies
- Equipment, supplies, and materials for facility operation
- Maintenance and repair of medical and scientific equipment
- Building construction, maintenance, and repair
- Prosthetic and orthopedic aids
- Non-IT enterprise-wide solutions
- Enterprise-wide solutions in information and technology
- Architect/Engineer services



Procurement Ready Checklist

- ✓ Performance history
- ✓ Capability statement
- ✓ SAM registration
- ✓ D-U-N-S Number
- ✓ FPDS account
- ✓ Apply for a GSA Schedule, if eligible
- ✓ NAICS Codes and size
- ✓ DSBS
- ✓ Corporate Website
- ✓ Certifications for small business
- ✓ Credit card acceptance
- ✓ Contact information including telephone number and Email address
- ✓ Licenses
- ✓ Bonding capacity
- ✓ Industry/procurement specific certifications
- ✓ Products must meet 19 U.S.C 2501: Trade Agreements Act
- ✓ Knowledge about the customer within the federal marketplace

How to Stand Out From the Crowd

- Explain how your company is unique, different, and distinct from your competitors in responding to the needs of the client.
- Define and explain the needs of your clients and why your firm is better positioned than others to respond to these needs. State why the customer should pick your company over other competitors.
 - Past Performance
 - Small Business Certificates
 - Vets First Verification Program
 - Certificates of Competency (SBA)
 - ISO 9000/9001 certification
 - Industry Awards





Impact of Kingdomware Supreme Court Decision

- Expected increases in opportunities for procurement-ready VOSBs
- Could potentially slow down some procurements due to increased work load
- Emphasized need for comprehensive and robust Market Research to facilitate identification of procurement-ready VOSBs for VA requirements
 - VA has been actively engaging with Small Business Liaisons to work on Market Research process improvements
- Expected increase in volume of Verification applications and increased significance of the Vendor Information Pages (VIP)



Adapting to Current Small Business Climate

- Kingdomware Decision released in June 2016
 - Emphasizes usage of “Rule of Two” for all competitive VA procurements
 - Prioritizes the need for VOSBs to become Verified through VA’s Veterans First Contracting Program
 - Heightens significance of Market Research
 - As a result, VA has been working to update current procurement procedures and streamline and improve market research processes



What can VOSBs Do to Take Advantage of Increased Opportunities?

- Be Verified
- Have a complete profile in VIP Database
- Register in VA Business Intelligence Tool (VA BIT)
- Obtain Federal Supply Schedule as appropriate
- Register for FedBizOpps (FBO) alerts
- Respond to RFI/Sources Sought
- Make sure your Website is Accessible to VA staff
- Attend Direct Access Program (DAP) events
 - View calendar here:
<http://www.va.gov/osdbu/library/events.asp>



NVSBE 2017- Save the Date!



- **When:**
December 5-7th, 2017
- **Where:** St. Louis, MO
- **Key Activities:**
 - Business Opportunity Sessions Networking Roundtables
 - Dining with Decision Makers
 - Senior Leader Round Tables Informal Receptions
 - Learning Sessions
 - Exhibits
 - One-on-One Follow-up Meetings



VA Resources for Veteran Entrepreneurs

Access to Information

1. [Veteran Entrepreneur Portal \(VEP\)](#)

Office of Small & Disadvantaged Business Utilization

Veteran Entrepreneur Portal

The Veteran Entrepreneur Portal (VEP) is designed to save you time! BusinessUSA makes it easier for small businesses to access Federal services, regardless of its source. VA OSDBU quickly connects Veteran entrepreneurs to relevant 'best-practices' and information. Collectively, VEP offers direct access to the resources necessary to guide every step of entrepreneurship.

In Partnership with **BusinessUSA**
Business. Connect. Grow.



Start a Business [↗](#)

This interactive tool connects you to the right resources specific to your small business objective. Navigate through relevant topics to access information on starting a business. [Learn how to start a business »](#)



Access Financing [↗](#)

Use this customized wizard to identify financing resources to support the start-up, development, or growth of your small business. [Learn about financial resources »](#)

2. [Doing Business with VA & Procurement Readiness](#)



RESOURCES

- [OSDBU Home](#)
- [Veteran Entrepreneur Portal](#)
- [Vets First Contracting](#)
- [Doing Business with VA Reference Guide](#)
- [Small Business Opportunity Programs](#)
- [Small and Veteran-Owned Programs](#)
- [How to do Business with Federal Agencies](#)
- [Small Business Administration \(SBA\) Resources](#)
- [News/Updates](#)
- [Conferences and Events](#)

The Department of Veterans Affairs (VA) has contracting and procurement activities within its nationwide network of hospitals, clinics, regional offices, Veterans benefits, Veterans Integrated Service Networks, data processing centers, and national cemeteries that require a broad spectrum of products and services.

VA purchases a variety of its supply products and services from national, regional and local sources.

Quick Resources

[Doing Business With VA Reference Guide \(abridged\)](#) and [Doing Business With VA Reference Guide \(expanded\)](#) are tools to help small businesses navigate the VA contracting and procurement process.

[Procurement Readiness Reference Guide](#) provides information to help small businesses effectively prepare to do business with VA.

[VA Small Business Program Goals and Accomplishments](#) highlight socioeconomic accomplishments for each type of reporting mechanism.

[Office of Acquisition and Logistics \(OAL\)](#) provides outlined information and additional resources for businesses working with VA.

3. [Events Calendar](#)

[October](#) [November](#) [December](#)

October

OCT
25

Capability Statement Training

Date: October 25, 2016
Time: 2 p.m. - 3 p.m. (EST)
Location: [Online](#)

Synopsis: This 1 hour webinar introduces the importance of Capability Statements. By providing this overview you as a business owner will gain effective insight on how to write a powerful capability statement. Capability Statement Training occurs several times. Please register for the date and time that works best for you: [Please register here.](#)

OCT
26

Module 4: Framework for Success Business Model "Access"

Date: October 26, 2016
Time: 2 p.m. - 3 p.m. (EST)
Location: [Online](#)

Synopsis: This 1 hour webinar introduces the Framework for Success Business Model "Access" Process. Veteran-Owned and Small Businesses will gain insight on programs and resources for small businesses to market services and engage with program decision makers (PDMs) and contracting professionals. [Please register here.](#)



Information Resources

- VA Vendor Information Pages (VIP)
 - <https://www.vip.vetbiz.gov/>
- VA Business Intelligence Tool (VA BIT)
 - <https://vabit.mybusinessmatches.com/>
- VA Kingdomware Information
 - <https://go.usa.gov/xKsp5>
- How to Get Verified
 - <http://www.va.gov/osdbu/verification/index.asp>
- Doing Business with VA Reference Guide
 - <http://www.va.gov/osdbu/library/dbwva.asp>
- Procurement Readiness Reference Guide
 - http://www.va.gov/osdbu/docs/procurementReadiness_FULL.pdf
- How to Ensure VA Staff Can Access Your Firm's Website Fact Sheet
 - <http://www.va.gov/OSDBU/docs/VIP-Website-Visibility-Fact-Sheet-20160823.pdf>
- National Veterans Small Business Engagement (NVSBE)
 - <https://nvsbe16.mybusinessmatches.com/>



Forecast of Opportunities

Project Title	Type	Location	CO	Magnitude of Construction/Maximum Order Limitation	Estimated Date of Solicitation
Replace Windows Phase II	Const	Birmingham	Sherri Mitchell	1,000,000 - 2,000,000	May 2017
Single Award IDIQ	AE	CAVHCS	Sherri Mitchell	4M - Base year and 3 Options	April 2017
Single Award IDIQ	AE	Birmingham	Sherri Mitchell	4M - Base year and 3 Options	July 2017
Single Award IDIQ	AE	Tuscaloosa	Sherri Mitchell	4M - Base year and 3 Options	June 2017
Multiple Award Task Order Contract	Const	Alabama - All Facilities	Sherri Mitchell	MOL 50 Million/5 years	Jan 2018
Multiple Award Task Order Contract	Const	Georgia	Elissa Goodman	MOL 200 Million/5 years	Feb 2018
Additional Parking levels	Const	Atlanta	Elissa Goodman	5,000,000 - 10,000,000	May 2017



Forecast of Opportunities

Construct New Parking Structure	Const	Trinka Davis	Elissa Goodman	5,000,000 - 10,000,000	July 2017
Construct Prosthetic and Sensory Aid Center	Const	Columbia	Chuck Holbrook	5,000,000 - 10,000,000	Sept 2017
Center for Rehabilitative Services	Const	Columbia	Chuck Holbrook	5,000,000 - 10,000,000	Sept 2017
Building 10 Renovation	Const	Columbia	Chuck Holbrook	5,000,000 - 10,000,000	Sept 2017
Construction MATOC	Const	Columbia	Chuck Holbrook	5,000,000 - 10,000,000	Sept 2017
A/E IDIQ Contract	A/E	Columbia	Chuck Holbrook	20,000,000 - 50,000,000 Maximum Order Limit 5 Years	June 2017
Renovate OR Suite	Const	Columbia	Chuck Holbrook	5,000,000 - 10,000,000	Sept 2017
Construct Behavioral Health Center of Excellence Addition	Const	Columbia	Chuck Holbrook	5,000,000 - 10,000,000	Sept 2017
Electrical Deficiencies	Const	Charleston	Megra Spells CS	2,000,000.00 -5,000,000.00	April 2017



Questions