

# Doing Business with the United States Department of Veterans Affairs



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Nacogdoches, Texas  
PRESENTER: Wayne Berry



# A Moment for the Veterans

# Introduction

- Tim J. Foreman, Executive Director, Office of Small and Disadvantaged Business Utilization (OSDBU)
  - Executive Small Business Advocate to VA Secretary
- Wayne Berry, Small Business Specialist
  - Served in Contracting at Cleveland VAMC
  - Performs Small Business Program review for Midwest, the Prairies, and sections of the Rockies.
- Mark Taylor, Small Business Specialist
  - Performs Small Business Program review for Deep South and Gulf Coast.



# 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 have 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.”

--Abraham Lincoln



# VA Profile

- FY 2010 Budget Request – \$112.8 Billion
- FY 2009 Budget - \$96.8 Billion
- FY 2009 - \$12.8 Billion for Supplies/Services
- 23.8 Million+ Veterans; 39.1 Million Family
- 286,000 Employees – 2nd Largest
- 85,428 Volunteers- 11.6 million hours



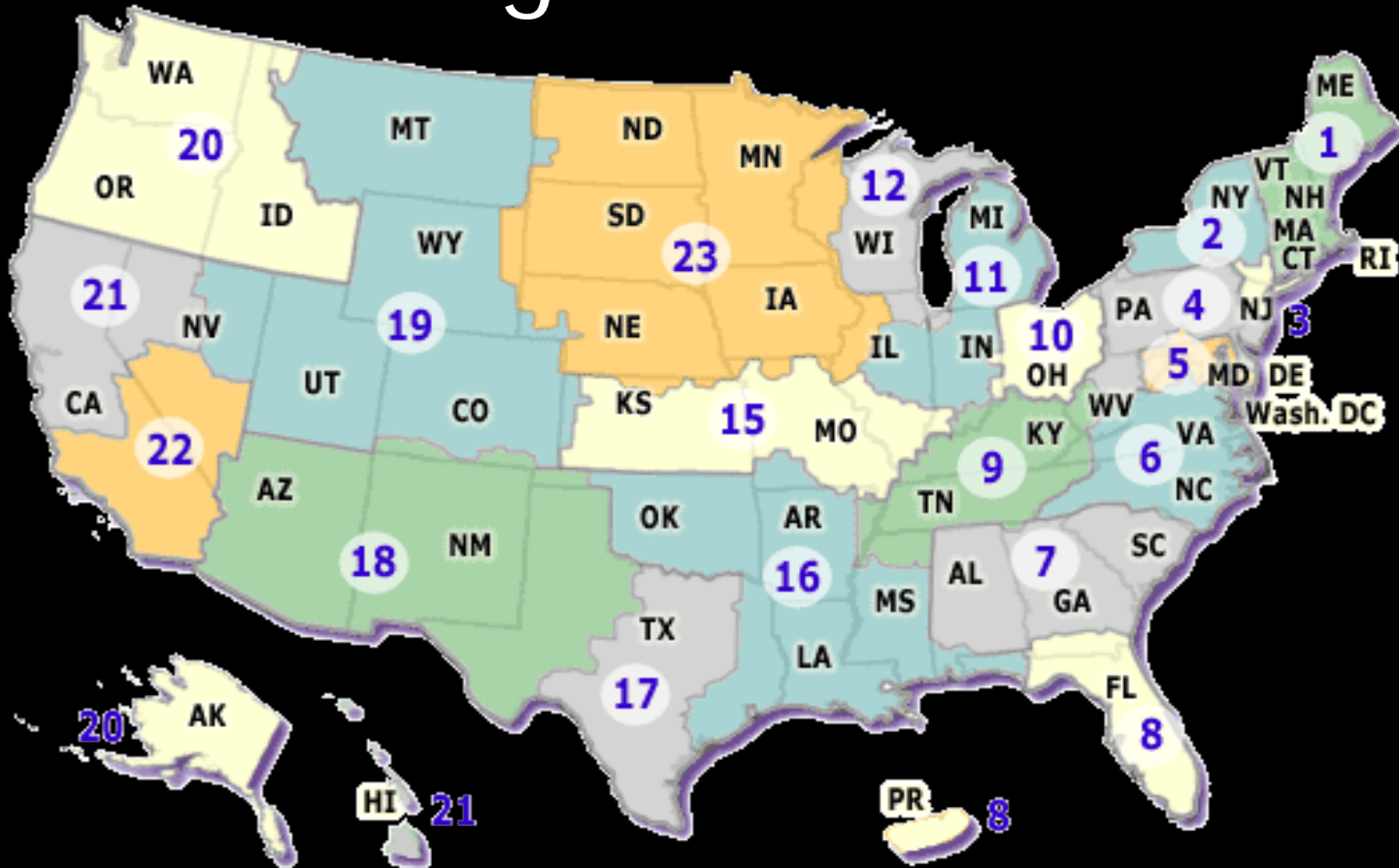
# VA Organizational Structure

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



# VHA Structure – “VISNs”

## Veterans Integrated Service Networks





## FY 2009 Goals & Accomplishments (October 1, 2008 – September 30, 2009)

Category	Secretary's Goals	VA Accomplishments
Small Business	28.7	35.07%
Small Disadvantaged Bus. (including Section 8(a))	5%	8.93%
Women-Owned SB	5%	3.32%
Veteran-Owned SB	10%	19.68%
Service-Disabled Veteran- Owned Small Business	7%	16.75%
HUBZone Small Business	3%	1.94%



## FY 2010 Goals & Accomplishments (October 1, 2009 – March 31, 2010)

Category	Secretary's Goals	VA Accomplishments
Small Business	33.5%	31.3%
Small Disadvantaged Bus. (including Section 8(a))	5%	6.3%
Women-Owned SB	5%	3.3%
Veteran-Owned SB	10%	16.1%
Service-Disabled Veteran- Owned Small Business	7%	13.9%
HUBZone Small Business	3%	1.6%



## How VA Buys

- Prime Vendor Programs
  - Med/Surg
  - Pharmaceutical
  - Subsistence
- National Contracts



## Who Buys

- VA Medical Centers
- Veterans Integrated Service Networks
- VA National Acquisition Center (NAC)
- Office of Acquisition, Logistics & Construction
- VA National Cemetery Administration
- VA Franchise Data Center, Austin, TX
- VA Office of Administration
- VA Acquisition and Logistics Center
- VA Technology Acquisition Center



# VA Hierarchy of Small Business Programs\* (Open Market Acquisitions\*\*)

1. Service-disabled veteran-owned firms\*\*\*
2. Veteran-owned firms\*\*\*
3. HUBZone firms and 8(a) participants  
(tied)
4. All others (including general small  
business)

\*\*Not applicable to FAR Part 8 Acquisitions

\*P.L. 109-461 \*\*\*Registered in VIP & Verified by VA



# Federal Contractor Certification

- Joint Project of CVE and APTAC with the assistance DAU
- Veteran Business Owners
- Implemented July 27, 2009
- Four Levels of Certifications
- Register with nearest participating PTAC



# Prime & Subcontracting Opportunities

- Open market acquisitions & contract awards published in the Federal Business Opportunities System ([www.fbo.gov](http://www.fbo.gov))
- VA Forecast of Contracting Opportunities ([www.va.gov/osdbu](http://www.va.gov/osdbu))
- VA subcontracting opportunities ([www.va.gov/osdbu](http://www.va.gov/osdbu))
- Federal Procurement Data Center (FPDC) (<https://fpds.gov>)
- Small Business Administration's Sub-Net (<http://web.sba.gov/subnet/>)



**SBA**

**SUB-Net**



# Supplier Relationship Transformation

- Industry Challenge for “Best Ideas”
- Ideas/Concepts to meet VA’s “Top Challenges” and unspecified challenges
- Process to Accept and Evaluate Ideas
- Companies with best ideas invited to brief VA Executives
- <http://www1.va.gov/oamm/transformation/>



# Improve Your Chances

- Service-Disabled Veteran-Owned & Veteran-Owned Rep/Verification\*
- Register in VIP Database\*
- 8(a) Certification
- HUBZone Certification
- Federal Supply Schedule (FSS) Contract
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of Marketing Assistance



VA OSD BU

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# Verification Contacts

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