

Doing Business with the United States Department of Veterans Affairs



Veterans in Business
West Deptford, NJ
May 25, 2011





VA's Mission

“To care for him who shall have borne the battle,
and for his widow, and his orphan, by serving
and honoring the men and women who are
America's veterans.” --Abraham Lincoln



VA Profile

- FY 2012 Budget Request - \$132 Billion
- FY 2011 Budget Request – \$125 Billion
- FY 2010 Budget - \$112.8
- FY 2010 - \$15.4 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



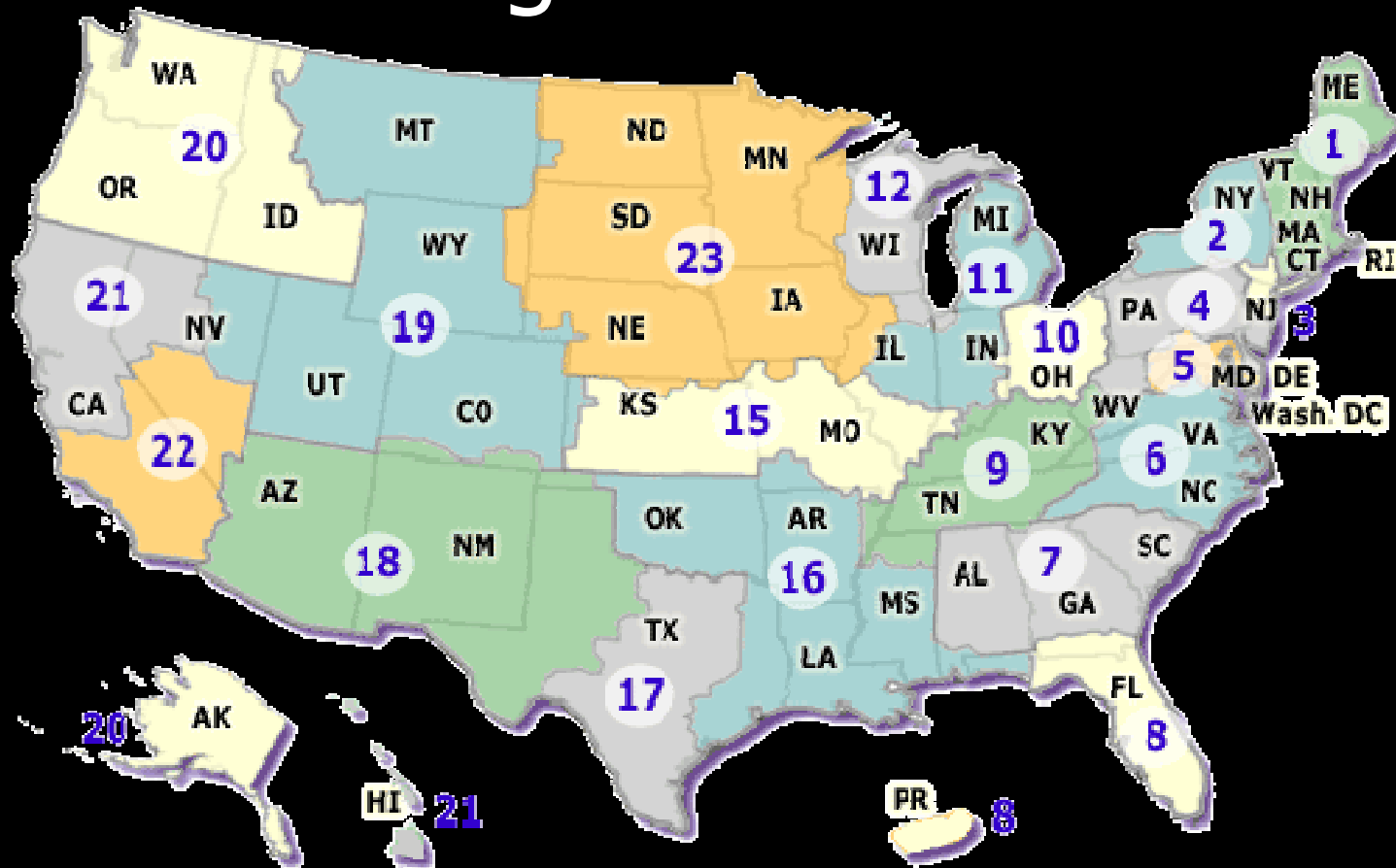
Veterans Benefits

- Medical Treatment
- Compensation and Pension
- Education and Training
- Home Loan Guaranty
- Vocational Rehabilitation/Employment
- Life Insurance



VHA Structure – “VISNs”

Veterans Integrated Service Networks





FY 2010 Goals & Accomplishments (October 1, 2009 – September 30, 2010)

Category	Secretary's Goals	VA Accomplishments
Small Business	33.5	35.4%
Small Disadvantaged Bus. (including Section 8(a))	5%	9.1%
Women-Owned SB	5%	3.3%
Veteran-Owned SB	12%	23.0%
Service-Disabled Veteran- Owned Small Business	10%	20.0%
HUBZone Small Business	3%	2.1%



FY 2011 Goals & Accomplishments (October 1, 2010 – April 30, 2011)

Category	Secretary's Goals	
Small Business	33.5%	35.2%
Veteran-Owned SB	12%	18.6%
Service-Disabled Veteran-Owned Small Business	10%	16.3%
Small Disadvantaged Bus. (including Section 8(a))	5%	8.8%
Women-Owned SB	5%	3.9%
HUBZone Small Business	3%	2.0%



FY 2010 & 2011 Subcontracting Goals

Category	Secretary's Goals
Small Business	17%
Small Disadvantaged Bus. (including Section 8(a))	5%
Women-Owned SB	5%
Veteran-Owned SB	5%
Service-Disabled Veteran-Owned Small Business	3%
HUBZone Small Business	3%



What VA Buys

- Information Technology
 - Hardware, Software, Maintenance & Other Services
- Medical, Dental and Veterinary Equipment & Supplies, Pharmaceuticals (FSG 65)
- Instruments & Laboratory Equip (FSG 66)
- Perishable and Non-Perishable Subsistence



What VA Buys (cont.)

- Nursing Home Services
- Prescription Eyeglasses
- Readjustment Counseling Services
- Home Oxygen & Medical Gases
- Security Services



What VA Buys (cont.)

- Medical Transcription Services
- Interment Flags
- Grounds Maintenance
- Transportation Services
- Grave Markers & Headstones
- Integrated Pest Management Svcs.



What VA Buys (cont.)

- Trash, Garbage & Infectious Waste Disposal
- Architect & Engineer Services
- Construction Services
- Office Supplies & Equipment
- Office Equipment Maintenance
- Consulting & Advisory Services



How VA Buys

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

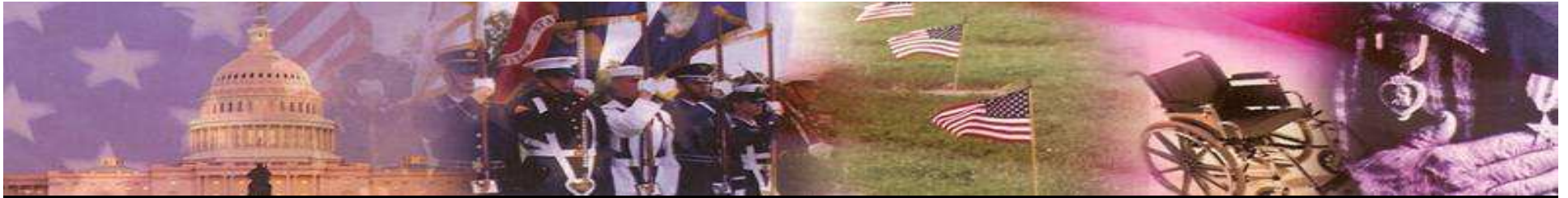


How VA Acquires IT

- NASA SEWP* (www.sewp.nasa.gov)
- VETS-GWAC** (www.gsa.gov/vetsgwac)
- GITSS** (www.buyit.gov)
- FSS (www.fss.gsa.gov)
- Open Market (FAR Parts 12, 13, 14 & 15)
- T-4

*Mandatory Use

**Preferred Acquisition Method



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



Veteran Entrepreneurship

1. P.L. 109-461, Veterans Benefits, Healthcare & Information Technology Act of 2006), December 22, 2006; Effective June 20, 2007
2. The Veterans Small Business Verification Act (P.L. 111-275, Section 104); signed October 13, 2010



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



P.L. 109-461 Set-Aside Authorities

SDVOSB:

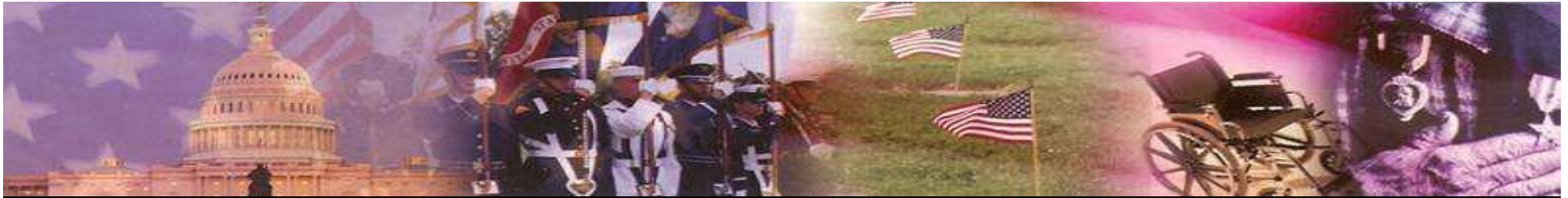
Competitive – Unlimited by dollar value

Sole-Source – Limited to \$5 million

VOSB:

Competitive – Unlimited by dollar value

Sole Source – Limited to \$5 million



VA's P.L. 109-461 Verification Program

- Responsible Organization
 - VA's Center for Veterans Enterprise
 - Contact: VACVE@va.gov
 - Toll-free support: 202-303-3332
- Locate Program Application Information:
 - www.VetBiz.gov – click on Vendor Information Pages database
- Fully electronic and secure application process





VA's P.L. 109-461 Verification Program

Who may apply:

Owners who are veterans, service-disabled veterans, or eligible surviving spouses

Eligible Term:

One year with no change in ownership

Verification Logos





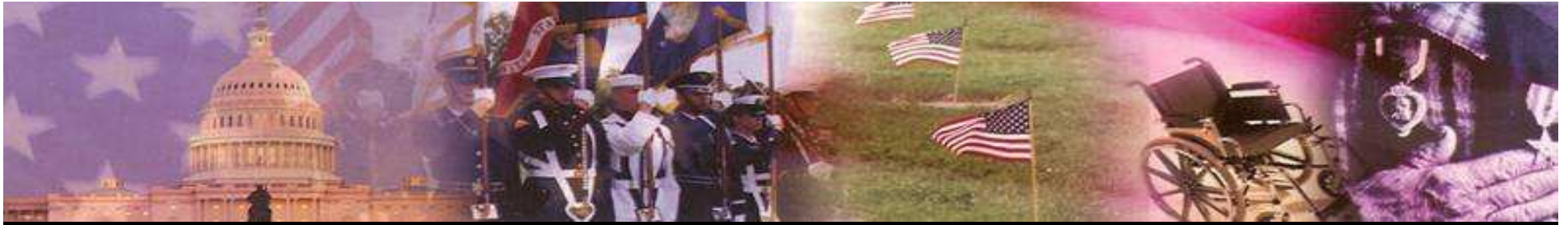
Mentor Protégé Program

- Design to enhance the viability of SDVOSBs & VOSBs
- Not a funded program
- Protégé must be verified in VIP
- Non-Monetary incentives for VA prime contractors



Mentor Protégé Program

- Thirty-six month agreements with a 36 month option
- Currently 22 Agreements
- Next opening for agreements is August 2011
- Check OSDBU website for application, information and updates



Federal Contractor Certification

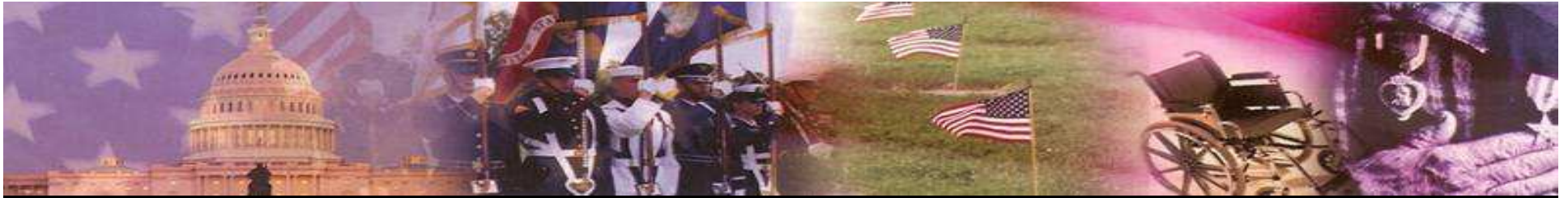
- Joint Project of CVE and APTAC with the assistance DAU
- Veteran Business Owners
- Implemented July 27, 2009
- Four Levels of Certifications
- Register with nearest participating PTAC



Prime & Subcontracting Opportunities

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

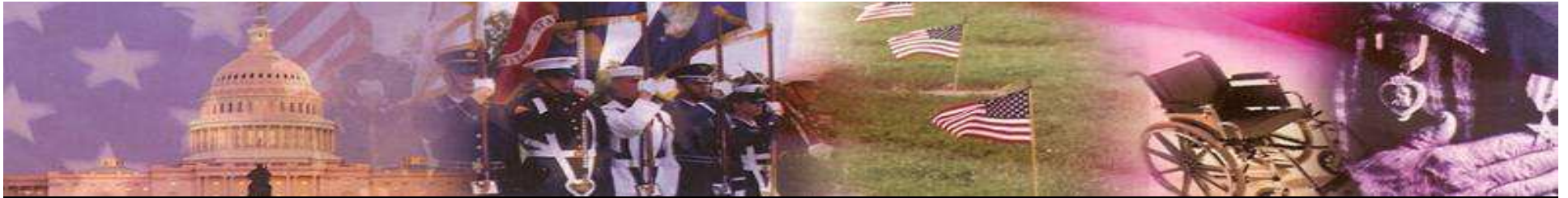




Improve Your Chances

- Service-Disabled Veteran-Owned & Veteran-Owned Verification*
- CCR Registration
- 8(a) Certification
- HUBZone Certification
- Federal Supply Schedule (FSS) Contract
- Respond to Sources Sought
- Check FCO

*P.L. 109-461



Improve Your Chances

- Accept Purchase Cards
- Competitive Pricing
- Network with Prime Contractors
- Know Your Customer
- Market
- Take Advantage of Marketing Assistance



NATIONAL VETERAN

SMALL BUSINESS

Conference and Expo

Building Partnerships - Veterans, Businesses, and Government



National Veterans Conference

- August 15-18 , 2011
- Convention Center in New Orleans
- New Approach
- Largest Gathering of Veteran Businesses
- Largest Gathering of Procurement Decision Makers



Reasons to Attend

- Improve Your Chances for Contracts
- Access to Procurement Decision Makers from VA and Other Federal Agencies
- Advance Information About Upcoming Procurement Opportunities
- State Level Contracting Opportunities



Reasons to Attend

- Learn how to build a small business
- Learn how to get financing for your business
- Create you own agenda from dynamic sessions
- Learn how to utilize GSA Schedules
- Learn how Veterans add value to your business



Reasons to Attend

- **DON'T MISS THIS OPPORTUNITY!**
- For More Information and Registration go to
- <http://www.nationalveteransconference.com>



VA Office of Small & Disadvantaged Business Utilization

1-800-949-8387

202-461-4300

www.va.gov/osdbu

VA Center for Verification and Evaluation

202-618-3765

