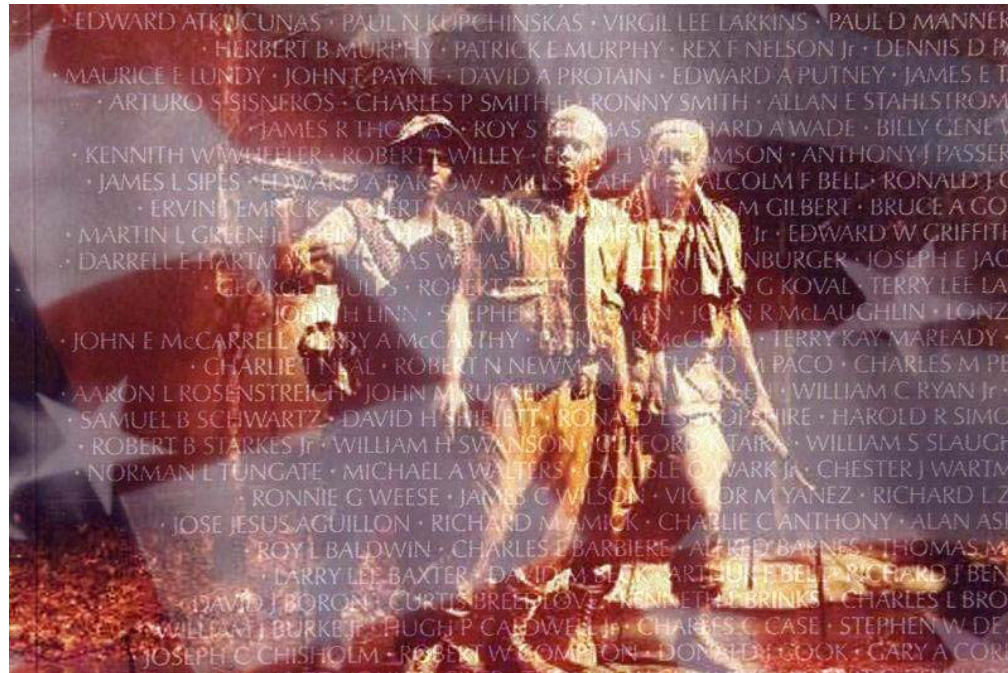




FSS 101 – TRAINING

Getting Started with the VA FSS Program





INTRODUCTION



- Introductions
- Agenda
- Handouts
- General Information
 - NAC Industry Conference
 - Assistance
 - Cell phones and/or blackberries



Federal Supply Schedule Program

GSA
(All other
commodity/service groups)

NAC
(Medical related
Supplies/services)

Authority – GSA delegated to Veterans Affairs National Acquisition Center the responsibility for the Federal Supply Schedule program for medical care related supplies, equipment, pharmaceuticals and services.



What is the FSS Program?



- Listing of contracts to multiple companies supplying comparable commercial supplies and services.
- National contracts awarded to responsible vendors to provide supplies and services at established prices, terms and conditions.



What *is the FSS Program?*

- Historically, just about any type of commercial item the government uses from paper clips, to fire engines were on FSS.
- Federal Acquisition Streamlining Act in 1994 and Clinger Cohen Act in 1996 expanded the definition of commercial item to include services.
- With the new flexibilities available through procurement reform, FSS program was expanded to include services.



Federal Supply Schedule Service Overview of the VA Schedules Program



- 65 I B - Drugs and Pharmaceutical-related Products
- 65 II A - Medical Equipment and Supplies
- 65 II C - Dental Equipment and Supplies
- 65 II F - Patient Mobility Devices
- 65 V A - X-Ray Film, Equipment and Supplies
- 65 VII - Diagnostic, Reagents, Test Kits and Sets
- 66 III -Cost-Per-Test for Clinical Laboratory Analyzers
- 621 I - Professional and Allied Healthcare Staffing Services
- 621 II - Medical Laboratory Testing and Analysis Services



What is the FSS Program?



Structure

- Product/Service Groups delineated by Federal Supply Class (FSC)/Product Service Codes (PSC).
 - 65 & 66 – medical-related
 - 621 – medical service-related
- Products/Services also further delineated by Special Item Numbers (SIN) and Subcategories.



Who is Eligible?

- Authorized Users – All Federal Agencies and activities in the Executive, Legislative, and Judicial Branches
 - VA, DOD (& Coast Guard), Bureau of Prisons, Indian Health Services, etc.
 - Includes State Veteran Homes with Sharing Agreements
 - FAR Part 51 authorized representatives
 - State and Local under Disaster Recovery
 - GSA Website for agency eligibility:
 - www.fss.gsa.gov/portal/gsa/ep/contentView.do?&contentId=8128&contentType=GSA_Basic



Federal Supply Schedule Program



Type

- Multiple Award Contract
- Indefinite Delivery, Indefinite Quantity (IDIQ)
- Guaranteed minimum/maximum (varies per commodity)
- Fixed-Price Contract with Economic Price Adjustment
- Open and Continuous Solicitation Cycle
- They are multi-year (5 years base), with option to extend for up to an additional 5 years (all expect 65IB – pharmaceuticals)

Scope

- National and World-Wide Coverage contracts awarded to responsible manufacturers, distributors or dealers.



Federal Supply Schedule Program



Benefits for Contractors:

- Closely mirrors commercial buying practices.
- Streamlined contract vehicle for selling to the entire Federal Government.
- New supplies/services may continually be introduced to the system.
- Ordering activities place orders directly with vendors.
- Participation with just-in-time distribution
 - Pharmaceutical Prime Vendor
 - Med/Surg Prime Vendor



Federal Supply Schedule Program



Benefits for Agencies:

- Ordering activities are not required to synopsise/advertise. www.fedbizopps.gov
- Prices have already been determined fair and reasonable.
- All ordering activities, large or small, even those in remote locations, are provided with the same services, convenience, and pricing.
- Shorter lead-times, lower administrative costs.
- Enables the customer to focus on the quality of the product or service acquired and not the process to acquire it.



Federal Supply Schedule Program



Major Characteristics:

- Product Availability- Similar and Identical products are available from multiple sources (more than one contractor) providing a variety of products and services.
- Competition – FAR Part 8 requires review of 2 or more
- Other Terms and Conditions are incorporated into individual contracts, such as:
 - Delivery terms
 - Return goods policy
 - Warranty and liability statements
- Open & Continuous Solicitations – Vendors may submit offers at any time. This allows contractors to provide the latest technology to Federal customers.



Federal Supply Schedule Program



Major Characteristics (continued)

- **Worldwide Deliveries:**
 - Domestic (48 Contiguous States, DC, Hawaii, Alaska and Puerto Rico)
 - Overseas (Overseas destination other than AK, HI & PR)
- **FOB Destination Pricing (except 65 VII) 52.247-34** *(Refer to Attachment 3)*
 - At a minimum, includes the 48 Contiguous States and DC.
- **Use of Government Purchase Card (Smart Pay Program)** for micro purchases (at or below \$3,000). Mandatory
- **Economic Price Adjustments (EPA)** Allows consideration of price increases. At least a 30 day lapse and no increase within 60 days of contract expiration.
- **Order Limitations - Maximum order 52.216-19**
- **Disaster Recovery Program –**
 - Public Law 109-364, John Warner National Defense Authorization Act
 - Use of Federal Supply Schedule Contracts by Certain Entities – Recovery Purchasing (Feb 2007) 552.238-80 *(Refer to Attachment 3)*



Federal Supply Schedule Program



Required before award:

- Equal Employment Opportunities Compliance (If estimated award value is over \$10 million)
- Trade Agreements Act (*Refer to Attachment 1*): for all programs over \$193,000 – **this applies to all VA FSS programs**
- Dealer/Distributor – manufacturer commitment letter
- FDA Approval for pharmaceuticals
- Dun & Bradstreet (D&B), www.dnb.com



Federal Supply Schedule Program



Required before award (continued):

- 510K pre-market approval for Medical/Surgical
- Vets 100 (required for U.S. Companies) <http://vets.dol.gov/vets100/>
- CCR – Central Contractor Registration, www.ccr.gov
- ORCA – On-line Representations and Certifications Application, <http://orca.bpn.gov>



Federal Supply Schedule Program



Trade Agreements Act *(Refer to Attachment 1)*

- Buy American – does not apply
- Substantially transformed (wholly different product)
- Customs website:
<http://www.customs.ustreas.gov/>



Federal Supply Schedule Program



FAR PART 25 (Refer to Attachment #1)

“Designated country end product” means a WTO GPA country end product, an FTA country end product, a least developed country end product, or a Caribbean Basin country end product.

- (1) A World Trade Organization Government Procurement Agreement country (Aruba, Austria, Belgium, Canada, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hong Kong, Hungary, Iceland, Ireland, Israel, Italy, Japan, Korea (Republic of), Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Singapore, Slovak Republic, Slovenia, Spain, Sweden, Switzerland, or United Kingdom);
- (2) A Free Trade Agreement country (Australia, Bahrain, Canada, Chile, El Salvador, Guatemala, Honduras, Mexico, Morocco, Nicaragua, or Singapore);
- (3) A least developed country (Afghanistan, Angola, Bangladesh, Benin, Bhutan, Burkina Faso, Burundi, Cambodia, Cape Verde, Central African Republic, Chad, Comoros, Democratic Republic of Congo, Djibouti, East Timor, Equatorial Guinea, Eritrea, Ethiopia, Gambia, Guinea, Guinea-Bissau, Haiti, Kiribati, Laos, Lesotho, Madagascar, Malawi, Maldives, Mali, Mauritania, Mozambique, Nepal, Niger, Rwanda, Samoa, Sao Tome and Principe, Senegal, Sierra Leone, Solomon Islands, Somalia, Tanzania, Togo, Tuvalu, Uganda, Vanuatu, Yemen, or Zambia); or
- (4) A Caribbean Basin country (Antigua and Barbuda, Aruba, Bahamas, Barbados, Belize, British Virgin Islands, Costa Rica, Dominica, Dominican Republic, Grenada, Guyana, Haiti, Jamaica, Montserrat, Netherlands Antilles, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, or Trinidad and Tobago).



Federal Supply Schedule Program



Designated Countries

'Designated Country' for the purposes of the Trade Agreements Act and Free Trade Agreements means any of the following countries:

Afghanistan
Angola
Antigua and Barbuda
Aruba
Austria
Australia
Bahamas
Bahrain
Bangladesh
Barbados
Barbuda
Belgium
Belize
Benin
Bhutan
British Virgin Islands
Burkina Faso
Burundi
Bulgaria
Cambodia
Canada
Cape Verde
Central African Republic
Chad
Chile
Comoros
Costa Rica
Cyprus
Czech Republic

Democratic Republic of Congo
Denmark
Djibouti
Dominica
Dominican Republic
East Timor
El Salvador
Equatorial Guinea
Eritrea
Estonia
Ethiopia
Finland
France
Gambia
Germany
Greece
Grenada
Guatemala
Guinea
Guinea-Bissau
Guyana
Haiti
Honduras
Hong Kong
Hungary
Iceland
Ireland
Israel

Italy
Jamaica
Japan
Kiribati
Korea
Latvia
Liechtenstein
Lithuania
Luxembourg
Laos
Lesotho
Madagascar
Malawi
Malta
Maldives
Mali
Mauritania
Mexico
Montserrat and the Grenadines
Morocco
Mozambique
Norway
Nepal
Netherlands
Netherlands Antilles
Nicaragua
Niger
Norway

Poland
Portugal
Romania
Rwanda
Samoa
Sao Tome and Principe
Senegal
Sierra Leone
Singapore
Slovak Republic
Slovenia
Solomon Islands
Somalia
Spain
St. Kitts and Nevis
St. Lucia
St. Vincent and the Grenadines
Sweden
Switzerland
Tanzania
Togo
Trinidad and Tobago
Tuvalu
Uganda
United Kingdom
Vanuatu
Yemen
Zambia



FSS Solicitation Package

- A solicitation is a document that contains terms and conditions that apply to the procurement as well as identifications of products and services solicited and the time of performance of any ensuing contract.
- Each program has its own solicitation package
- A solicitation becomes an offer when a contractor completes, signs and submits it.
- A completed solicitation package typically contains the solicitation, brochure/literature, 1 copies of the offeror's commercial pricelist and any related attachments.



Solicitation Package Content



- Cover Page Notices
- Standard Form 1449 – Solicitation/Contract/Order for Commercial Items
- Schedule of Items (SIN)
- Clauses
- Commercial Sales Practices
- Other Related Attachments
 - Contractor Signature Authority Form
 - Subcontracting Plans
 - Past Performance



How to complete the Solicitation Package



- **Cover Pages Notices**
 - General Information
 - Notice of significant changes (since last issuance)
 - Trade Agreements Act
 - Solicitation Checklist (*Refer to Attachment #7*)
 - Important clauses
 - Remove prior to sending
- **Standard Form 1449** (*Refer to Attachment #2*)
 - 1st page to complete
 - Name & Address – important
 - Authorized signatory



How to complete the Solicitation Package



- **Clauses**

- Not vendor choice, all relevant
- Encourage to read all
- Complete all necessary sections

(use checklist included in the cover pages)

- **Commercial Sales Practices (CSP)**

- Disclosure of commercial sales practices
 - Commercial Customer Identification
 - Discounts
 - Volume requirements
 - FOB Terms (*Refer to Attachment #3 Clause 52.247-34*)
 - Additional Concessions



How to complete the Solicitation Package



Commercial Sales Practice (CSP)

Note: Please refer to clause 552.212-70, PREPARATION OF OFFER (MULTIPLE AWARD SCHEDULE), for additional information concerning your offer. Provide the following information for each SIN (or group of SINs or SubSIN) for which information is the same.

1. Provide the dollar value of **sales to the general public** at or based on an established catalog or market price during the previous 12 month period or the offerors last fiscal year.
SIN \$ _____ SIN \$ _____ SIN \$ _____
State beginning and ending of the 12 month period. Beginning _____ Ending _____. In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).
2. Show your total **projected annual sales to the Government** under this contract for the contract term, excluding options, for each SIN offered. If you currently hold a Federal Supply Schedule contract for the SIN the total projected annual sales should be based on your most recent 12 months of sales under that contract.
SIN \$ _____ SIN \$ _____ SIN \$ _____
3. Based on your written discounting policies (standard commercial sales practices in the event you do not have written discounting policies), are the discounts and any concessions which you offer the Government equal to or better than your best price (discount and concessions in any combination) offered to any customer acquiring the same items regardless of quantity or terms and conditions?
YES ___ NO _____. See definition of "concession" and "discount" in 552.212-70.
4. (a) Based on your written discounting policies (standard commercial sales practices in the event you do not have written discounting policies), provide information as requested for each SIN (or group of SINs for which the information is the same) in accordance with the instructions at Table 515-1 which is provided in this solicitation for your convenience. The information should be provided in the chart below or in an equivalent format developed by the offeror. Rows should be added to accommodate as many customers as required.

(Refer to Attachment #3, clause 552.212-70)



How to complete the Solicitation Package



Commercial Sales Practice (CSP)

Column 1- Customer	Column 2 – Discount	Column 3- Quantity/Volume	Column 4 – FOB Term (Destination or Origin)	Column 5 – Additional Discounts or Concessions (Include Prompt Payment Discount and Annual Rebate)
SAMPLE				
XYZ Company	40%	1	Destination	10% Net20 days, additional 5% for 5 or more
ABC Company	40%	1	Origin	Net30 days

The company information above is for demonstration purposes only

(b) Do any deviations from your written policies or standard commercial sales practices disclosed in the above chart ever result in better discounts (lower prices) or concessions than indicated? YES _____ NO _____. If YES, explain deviations in accordance with the instructions at Table 515-1 which is provided in this solicitation for your convenience

The information provided herein does not reflect real companies or any actual disclosed information. The information provided in this presentation is for training purposes only.



How to complete the Solicitation Package



Commercial Sales Practice (CSP) *Submitting proposed pricing format*

SIN	Item #	Short Description	Commercial List Price	Proposed Gov't Discount Off List Price	Proposed FSS Price*	MFC** Discount Off List Price	MFC Net Price	MFC Name
SIN	12345	Widgets	\$100.00	45%	\$55.14	40%	\$60.00	XYZ Company
SAMPLE								

*Proposed FSS Price is to be inclusive of F.O.B. Destination and the Industrial Funding Fee – Clause 552.238-76 (0.25% or 1%) – [\(Refer to Attachment #3\)](#)

**MFC – Most Favored Commercial Customer

Note: Commercial list price is your retail catalog pricing.

Note: The proposed Government pricing should include FOB Destination, discounted pricing and the IFF fee. It should also be submitted to the Contracting Officer in an excel format.

The information provided herein does not reflect real companies or any actual disclosed information. The information provided in this presentation is for training purposes only.



How to complete the Solicitation Package



Commercial Sales Practice (CSP)

- (5.) If you are a dealer/reseller without significant sales to the general public, you should provide manufacturers' information required by paragraphs (1) through (4) above for each item/SIN offered, if the manufacturer's sales under any resulting contract are expected to exceed \$500,000. You must also obtain written authorization from the manufacturer(s) for Government access, at any time before award or before agreeing to a modification, to the manufacturer's sales records for the purpose of verifying the information submitted by the manufacturer. The information is required in order to enable the Government to make a determination that the offered price is fair and reasonable. To expedite the review and processing of offers, you should advise the manufacturer(s) of this requirement. The contracting officer may require the information be submitted on electronic media with commercially available spreadsheet(s). The information may be provided by the manufacturer directly to the Government. If the manufacturer's item(s) is being offered by multiple dealers/resellers, only one copy of the requested information should be submitted to the Government. In addition, you must submit the following information along with a listing of contact information regarding each of the manufacturers whose products and/or services are included in the offer (include the manufacturer's name, address, the manufacturer's contact point, telephone number, and FAX number) for each model offered by SIN:
- a. Manufacturer's Name
 - b. Manufacturer's Part Number
 - c. Dealer's/Reseller's Part Number
 - d. Product Description
 - e. Manufacturer's List Price
 - f. Dealer's/Reseller's percentage discount from List Price or net prices



How to complete the Solicitation Package



Dealer/Reseller with insignificant sales

- Must submit Mfg. CSP information
- Mfg. data may be audited
- Tracking mechanism is not customer for PRC (price reduction clause)
- Mfg. data needed for modification additions



How to complete the Solicitation Package



Documentation and Justification

- Justifying your offer
 - Provide complete rationale, when Gov't is not offered equal to or better than your best commercial customer pricing
 - Provide copies of commercial agreements, when relevant
 - Contracting Officer will request additional information as needed to support the data



How to complete the Solicitation Package



- Timeframes for submission
 - For follow-on contract – coordinate with enough time to meet expiration date
 - For new – at vendor's discretion
- **Assigned/Reviewed/Clarifications, etc.**

If not completely correct, the Contracting Officer will work with the vendor to provide an opportunity to submit additional information to update minor deficiencies/clarifications.
- **Questions** – Contact your Assigned Contracting Specialist



Proposal Submission Review



Pre-award reviews:

- Over \$3 million to \$5 million per year (dependent upon commodity), Office of Inspector General (OIG)
- Review offer for accuracy, completeness, and currency
- Recommend pricing position
- Vendor will update, if discrepancies



Subcontracting Plan (FAR 19.702)



-
- Required when:
 - Large business with 500 employees
 - Estimated contract or modification value \geq \$550,000 (\$1 million for construction)



Subcontracting Plan



Recent Major Changes:

1. Plan is based on vendor fiscal year
2. Achievement reports are due 30 days after the end of the vendor's fiscal year.



Subcontracting Plan



More Information:

View online Training Webinar
by contacting

Veronica Hazen

veronica.hazen@va.gov

or

708-786-5145



Summary Subcontracting Achievement Report



- Annually input subcontracting summary achievement report data - **Electronic Subcontracting Reporting System (eSRS)**

- <http://www.esrs.gov/>

Documents

- » [eSRS Government Training](#)
- » [eSRS Contractor Training](#)
- » [eSRS Contractor Guide](#)
- » [eSRS Agency Coordinator Guide](#)
- » [eSRS CO Guide](#)
- » [eSRS POC Guide](#)
- » [eSRS DGU Guide](#)
- » [Sample ISR](#)
- » [Sample SSR](#)
- » [Sample Commercial SSR](#)
- » [Frequently Asked Questions](#)

News

Training Announcement:
Training for contractors will be provided by SBA's Commercial Market Representatives (CMRs). Training for Government employees will be provided by Agency Coordinators. Please contact your CMR or Agency Coordinator for additional information.

Contractor User Training
» [View Powerpoint Presentation](#)

Government User Training
» [View Powerpoint Presentation](#)

Online Training



e-SRS Training / Assistance



-
- SBA Commercial Market Representatives
Website: <http://www.sba.gov/GC/cmr.html>
 - e-SRS Contractor User Training
Powerpoint Presentation
Website: <http://www.esrs.gov>
 - Help Desk for technical questions
E-mail address: Help@esrs.gov
 - SBA for questions regarding subcontracting policy



Proposal Submission Analysis



Government Contract Specialist will:

- Identify proposed items
- Identify proposed discounts
- Identify proposed commercial pricelist
- Identify other proposed concessions/terms, i.e.:
 - Quantity
 - Installation
 - Warranty
 - Incentive programs
 - Return goods policy
 - Prompt payment terms
 - Rebates
 - Value Added Services (VAS)



Proposal Submission Analysis



Government Price Analysis:

- Starting Point for negotiations - Most Favored Commercial Customer (MFC):

“Defined as that customer or class of customer which receive(s) the best discount and/or price arrangement on a given item from a supplier. The term includes any entity which does business with the supplier. In MAS contracting, the Government’s negotiation objectives are developed based on a comparison of the MFC arrangement. “



Proposal Submission Analysis



Government Price Analysis (cont'd):

- Purpose
 - Identify price objectives
 - Foundation for strategy
 - Review against current FSS contracts
 - Factors that affect objectives:
 - Volumes
 - Current market conditions
 - MFC determination
 - Special concessions, terms/conditions
 - Price adjustment provision



Negotiation Process



How we negotiate:

- Offers evaluated independently
- Identification of MFC pricing
- Identification of MFC terms and conditions
- Establishment of negotiations targets
- Negotiation discussions – usually conference call
- Final Proposal Revision (FPR) – document from which award decision is made



Negotiation Process



What do we negotiate?

- Tracking Customer
- Basic Discount
- Quantity Discount
- Delivery Terms
- Prompt Payment
- Return Goods Policy
- Expedited Delivery
- Warranty terms
- Installation/Training
- Software License Agreements
- Leasing/Rental Terms
- Annual rebates
- BPA/Incentive Programs
- Distribution Program
- Minimum Orders



Negotiation Process



Tracking Customer

- Price Reduction Clause *(Refer to Attachment #3, Clause 552.238-75)*
 - Establishment of commercial relationship to track award against
 - Paragraph (a) – Before award of a contract, the CO and the offeror will agree upon:
 - The customer (or category of customers) which will be the basis of award, and
 - The Government's price or discount relationship to the identified customer (or category of customers)



Negotiation Process



Tracking Customer (cont'd)

- Terms:
 - Agreement of both parties
 - Start with category, helps to avoid future concerns
 - New companies – possible - All Commercial Customers
 - Tracking customer ratio determined by dividing discount relationship to Gov't by discount relationship to agreed upon tracking customer

Example: *(refer to proposed sample pricing on slide 22)*

Agreed upon Tracking Customer = XYZ Company

FSS Price at time of award = \$55.14

Tracking Customer price at time of award = \$60.00

Tracking customer Ratio = $\$55.14/\60.00

Ratio = 0.94



Negotiation Process



Tracking Customer (cont'd)

- **VERY IMPORTANT**
 - Agreed to tracking customer and subsequent ratio will affect price changes
 - If the ratio is disturbed with a decrease to commercial customer, automatic to Government
 - If tracking customer did not receive increase, Government cannot
 - Very important to understand this relationship



Negotiation Process



Tracking Customer (cont'd)

- Included in award documents:
“If the identified tracking customer’s contract/agreement has been cancelled, terminated, has expired, or the tracking customer has merged with another group, the CO shall be notified within 10 calendar days after the event occurs, and, if possible, before the event occurs.”



Negotiation Process



Tracking Customer Example

(refer to proposed sample pricing on slide 22)

Awarded FSS price:	\$56.14
MFC price at award:	\$60.00
List price at award:	\$100.00
Awarded tracking customer =(MFC)	XYZ Company
Tracking customer changed price:	\$75.00
List Price Change:	\$125.00

What would be the acceptable Government price increase?



Negotiation Process



Tracking Customer Example

Answer:

- 1) Ratio = $\$56.14/\$60 = .94$
- 2) Commercial pricelist change noted
- 3) Apply ratio to current tracking customer:

Ratio times new tracking customer price
 $.94(\$75) = \70.50

The highest price that can be accepted by the Gov't would be limited to \$70.50.

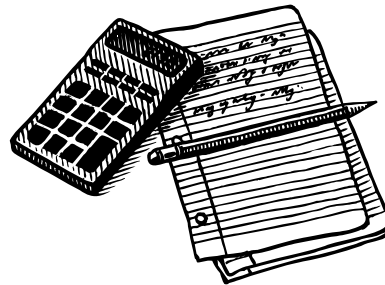


Negotiation Process



TRACKING CUSTOMER EXAMPLE WORKSHEET

(Refer to Attachment #4)





Negotiation Process



Scenario 1:

Awarded FSS price:	\$87.50
MFC price at award:	\$175.00
List price at award:	\$225.00
Awarded tracking customer =	(MFC): XYZ Company

What would be the Tracking Customer Ratio?

.50

$=(\text{FSS Price} / \text{MFC Price}) = (\$87.50 / \$175.00) = .50$

Your firm would like to implement the EPA clause and increase the price of a product:

Tracking customer changed price:
\$225.00

List Price Change:

\$300.00

What would be the highest price that your firm can charge the Government?

\$112.50

$=(\text{TC price} * \text{Awarded Ratio}) = (\$225.00 * .50) = \$112.50$

Your firm has reduced the price to the Tracking Customer and the price reduction clause has been triggered.

Tracking customer changed price:
\$150.00

List Price Change:

\$200.00

What would be the highest price that your firm can charge the Government?

\$75.00

$=(\text{TC price} * \text{Awarded Ratio}) = (\$150.00 * .50) = \$75.00$



Negotiation Process



Scenario 2:

Awarded FSS price:	\$175.00
MFC price at award:	\$175.00
List price at award:	\$225.00
Awarded tracking customer =	(MFC): XYZ Company

What would be the Tracking Customer Ratio?

1.00

$=(\text{FSS Price} / \text{MFC Price}) = (\$175.00 / \$175.00) = 1.00$

Your firm would like to implement the EPA clause and increase the price of a product:

Tracking customer changed price:
\$225.00

List Price Change:

\$300.00

What would be the highest price that your firm can charge the Government?

\$225.00

$=(\text{TC price} * \text{Awarded Ratio}) = (\$225.00 * 1.00) = \$225.00$

Your firm has reduced the price to the Tracking Customer and the price reduction clause has been triggered.

Tracking customer changed price:
\$150.00

List Price Change:

\$200.00

What would be the highest price that your firm can charge the Government?

\$150.00

$=(\text{TC price} * \text{Awarded Ratio}) = (\$150.00 * 1.00) = \$150.00$



Negotiation Process



Scenario 3:

Awarded FSS price:	\$262.50
MFC price at award:	\$175.00
List price at award:	\$225.00
Awarded tracking customer =	(MFC): XYZ Company

What would be the Tracking Customer Ratio?

$$=(\text{FSS Price} / \text{MFC Price}) = (\$262.50 / \$175.00) = 1.50$$

1.50

Your firm would like to implement the EPA clause and increase the price of a product:

Tracking customer changed price:
\$225.00

List Price Change:

\$300.00

What would be the highest price that your firm can charge the Government?

$$=(\text{TC price} * \text{Awarded Ratio}) = (\$225.00 * 1.50) = \$337.50$$

\$337.50

Your firm has reduced the price to the Tracking Customer and the price reduction clause has been triggered.

Tracking customer changed price:
\$150.00

List Price Change:

\$200.00

What would be the highest price that your firm can charge the Government?

$$=(\text{TC price} * \text{Awarded Ratio}) = (\$150.00 * 1.50) = \$225.00$$

\$225.00



Negotiation Process



Final Proposal Revision (FPR)

- Reiteration of all agreed upon issues
 - Will include pricing, terms and conditions
 - Award decision made from this document
 - Must be complete
 - Must be signed by an authorized signatory



Award Decision

- **Determining factors:**
 - Is it in the best interest of Government?
 - Did we achieve a fair and reasonable price?
 - Did offeror complete all certifications and regulatory requirements in their entirety?
 - Is past performance history satisfactory?
 - Are they financially capable?
- If yes to all ---
contract is awardable.
- In house review –Over \$500,000, (above AD)



FSS Price List Distribution Requirements



- Printed Paper Pricelist
 - Suggested format for the supplemental and cumulative pricelists can be found in Clause I-FSS-600 and Contract Award Letter
 - Submit draft for CO review and approval prior to distribution
 - Mail final pricelist to:
 - FSS Contracting Officer (1 copies)
 - Provide authorized pricelist to FSS customer's upon request.



FSS Price List

(Refer to Attachment 5)



(THIS IS A SAMPLE)
Department of Veterans Affairs
Federal Supply Service

Authorized Federal Supply Schedule Price List
(Supplement number if it applies)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage is: GSAAdvantage.gov.

Medical Equipment and Supplies
FSC Group 65, Part II, Section A
FSC Class:
Contract Number: V797P-

For more information on ordering Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period

Contractor Name
Address

Phone #

Fax #

Contract Administration Source

Business Size



FSS Related Programs

- **Standardization** – Federal initiative to award national contracts or Blanket Purchase Agreements to preferred sources in order to standardize the VA's purchasing of products while securing the lowest possible pricing or best value procurement.
- **Government Prime Vendor** – affords participating VA ordering facilities a vehicle to do one-stop shopping for just-in-time delivery of pharmaceutical and medical/surgical products.
 - Product demand must be shown to require stocking
 - Sales fall under FSS contract, unless National Contract Vehicle
- **Distribution & Pricing Agreements (DAPA)** – affords participating DOD ordering facilities a vehicle to do one-stop shopping for just-in-time delivery of pharmaceutical and medical/surgical products.



Electronic Commerce Tools



VA NAC Homepage

<http://www1.va.gov/oamm/oa/nac/index.cfm>

NAC Contract Catalog Search Tool

<http://www1.va.gov/nac/>

Schedules E-Library (schedule information)

www.gsaelibrary.gsa.gov

GSA Advantage! / e-Buy (GSA Schedule 70, SIN 152-51)

www.gsaadvantage.gov



Electronic Commerce Tools



GSA's Vendor Training Website

http://vsc.gsa.gov/training/online_training_registration.cfm

VA PBM for pharmaceuticals

<http://www.pbm.va.gov/PBM/prices.htm>



Director and Assistant Directors



Carole O'Brien

Director, Federal Supply Schedule Service
(708) 786-4957

Cheryl Ward-Roberts

Assistant Director, Pharmaceutical, Dental and Other
(708) 786-5259

Dore Fessler

Assistant Director, Medical Services
(708) 786-5223

Paul Skalman

Assistant Director, Medical Equipment and Supplies
(708) 786-5247



Schedule Managers



Monee Robinson

Schedule Manager

65IIA -Medical Equipment and Supplies

(708) 786-5183

Lynda O'Neill

Schedule Manager

65 IIC - Dental Equipment and Supplies

65IIF - Patient Mobility Devices

65 VA - X-Ray Equipment and Supplies

Bob Satterfield

Schedule Manager

65 IB - Pharmaceuticals

65 VII - Diagnostics, Reagents, Test Kits and Sets

(708) 786-4955



Schedule Managers



Darlene McGary

Schedule Manager

621 II – Medical Laboratory Testing and Analysis

66 III – Cost-Per-Test, Clinical Laboratory Analyzers

(708) 786-5246

Linda Smith

Schedule Manager

621 I – Professional and Allied Healthcare Staffing

Teleradiology Initiative

(708) 786-5194



Assistance



- Help Desk Assistance
 - Supply contracts
 - 708-786-7737
 - Helpdesk.ammhinfss@va.gov
 - Service contracts
 - 708-786-7722
 - Helpdesk.FSS621I@va.gov



e-Training 101

VA National Acquisition Center

VA

***E-Contracting
Tools***

FSS Training class 101

Presented By: **Curtis Dunson**

NAC Business Solutions Team




VA E-Contracting Initiatives



-
- Contract Catalog Search Tool
 - Data Collection
 - VA Store
 - GSA Advantage
 - Automated Communications
 - Q & A



national acquisition center Contract Catalog Search Tool



[MAC Home](#)

[Search Menu](#)

[Configured Item Price Lists](#)

[Reference Guide](#)

[Contact Us](#)

[Download PDF Viewer](#)

[VA Home Page](#)

national acquisition center Contract Catalog Search Tool

Main Menu

Locate Vendors By Socioeconomic Factor

- [Search for Vendors by SIN or Description](#)
- [View All Small Businesses](#)
- [View All Small Disadvantaged Businesses](#)
- [View 8\(a\) Businesses Only](#)
- [View Woman-Owned Small Businesses Only](#)
- [View Veteran-Owned Small Businesses Only](#)
- [View Disabled Veteran Businesses Only](#)
- [View Hub Zone Businesses Only](#)

Catalog Search

[Search Pharmaceutical Catalog](#)

Includes:

- Pharmaceuticals 65-IB
- Big 4, National Contract
- BPA Pharmaceutical Pricing

[Search MedSurg Catalog](#)

Includes:

- Standardized National BPA Items
- Professional Medical Health Care Services 621-I
- Medical Equipment and Supplies 65-IIA
- Dental Supplies 65-IIC
- Patient Mobility Devices 65-IIF
- Invitro Diag, Reagents 65-PARTVII
- Equipment and Supplies 65-VA X-Ray

When contemplating issuing a task order against Federal Supply Schedule 621 I, Professional and Allied Health Care Services, issuing office **must ensure compliance** with [VHA Directive 0710](#), dated August 19, 2005, entitled *Personnel Suitability and Security Program* and **obtain the appropriate background clearances**.

Contract Catalog Search Tool



-
- Introduced in August of 2003, the CCST is presently the tool of choice for medical procurement groups within the VA.
 - Contains Med/Surg and Pharmaceutical products and Services available under NAC FSS, BPA, BOA, and National contracts.
 - Features a searchable electronic catalog as well as PDF versions of vendor pricelists, depending on commodity.
 - Accessed hundreds, sometimes thousands of times each day.
 - Nightly updates ensure timeliness of information.



Vendor Benefits

Reduction of the dependence on the traditional paper pricelist method.

- Costly to produce / distribute.
- Limited effectiveness.
- Difficult to ensure the timeliness of updates.



Vendor Benefits (Continued)

Enhanced exposure

- Centralized location
- Accessible 27/7, 365
- Multiple search options



- Multiple search options

Select any combination of the following search options:

Option 1:
Item Name / Catalog Number

Three search terms can be entered below to locate items by name and/or catalog number.

Search Term 1:

Search Term 2:

Search Term 3:

Option 2:
FSS / BPA / BOA Contract Selection

FSS Contract Number:(V797P-)

BPA Contract Number:(V797P-)

BOA / National Number:(V797P-)

Contractor Name:

Option 3:
SIN / FSS Schedule / Contract Type

SIN Number:

SIN Description:

FSS Schedule:

Contract Types:

AND - OR
AND - OR

GSA = Item is available on GSA Advantage

PV = Item is available through VA Prime Vendor Programs

Results per Page: 5



- Multiple search options

Select any combination of the following search options:

Option 1: Item Name Search	Option 2: FSS Contract Selection	Option 3: Quantity, NDC, and VA Class
<p>Three search words (one per box) can be entered below to locate items by generic or trade name.</p> <input type="text"/> <input type="text"/> <input type="text"/>	<p>Limits results to a single FSS Contract</p> <p>Contract Number: <input type="text"/></p> <p>-OR-</p> <p>Contractor Name: <input type="text"/></p>	<p>Limit results to a specific quantity, NDC Code</p> <p>Quantity: <input type="text"/></p> <p>NDC: <input type="text"/></p> <p>VA Class: <input type="text"/></p>
AND - OR	AND - OR	
<input type="button" value="Search"/> -OR- <input type="button" value="Clear All Criteria and Results"/>		



Vendor Benefits (Continued)

Contains pertinent vendor information

- Various points of contact
- Terms and Conditions
- Ordering Information



national acquisition center
Contract Catalog Search Tool



Item Details

[Back](#) [Menu](#)

Catalog Number: **U-5** VA SIN: **A-72-Stimulators, Muscle, Nerve and Pain Control**
Rubberized Ear Clip Price - \$4.70 / PC

FSS V797P-4823A, BPA V797P-4823A Health Directions, Inc.

Contract Point of Contact:	Contract Dates:	Payment/Delivery Info:
<p>Name: Harold Stecker Phone: (215) 269-0400 Ext: Fax: (215) 269-0400 Email: healthpaxces@aol.com</p> <p>Corporate Address: 1609 Woodbourne Rd. Levittown, PA 19057- DUNS: 481965439 TIN: 232516619</p>	<p>Awarded: Effective: Expiration: 07/07/2005 07/15/2005 07/14/2010</p> <p>NAC Contracting Officer (CO): FSS Giovanni Masson (708) 786-5123 geovanni.masson@med.va.gov</p>	<p>Credit Card Accepted: Yes Credit Card Discount: NONE Minimum Order: \$35 Delivery Terms: For all items, within 7 business days ARO. Faxed orders are accepted.</p>
<p>Socioeconomic Information:</p> <p><input checked="" type="checkbox"/> Small <input type="checkbox"/> SDB <input type="checkbox"/> 8a <input checked="" type="checkbox"/> Vet Owned <input type="checkbox"/> Woman Owned <input type="checkbox"/> Disabled Vet <input type="checkbox"/> Hub Zone</p>	<p>Ordering Contact:</p> <p>Address: 1609 Woodbourne Rd. Levittown, PA 19057- Phone: (215) 269-0400 Ext: Fax: (215) 269-0400 E-mail: healthpaxces@aol.com</p> <p>Emergency Contact: Harold Stecker (215) 269-0400</p>	<p>Expedited Delivery: Delivery of items within 2 business days ARO. Ordering facilities pay the difference between normal and expedited freight charges for all orders. Faxed orders are accepted.</p> <p>Discount Info: Prompt Payment: 1%10, Net 30 Days Quantity Discount: For single purchase orders to a single destination of: 2 - 11 kits, 45% off list price; 12 - 49 kits, 57% off list price; 50 - 99 kits, 62% off list price.</p>
		<p>Warranty: 1 year</p>



Data Collection

Relies heavily on the input from you, the vendor community.

Constantly Changing

- On Average, 10% of the vendor catalogs are updated each month.
- In the past year, the electronic catalog has grown by 28%.

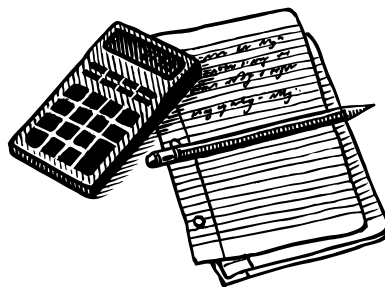
Contract Catalog Search Tool

Data Collection



DATA COLLECTION WORKSHEET

(Refer to Attachment #6)



Contract Catalog Search Tool



Data Collection – (Adds)

	A	B	C	D	E
1	Catalog Number	Product Description	FSS Price	Package Size Priced	SIN
2	123456789	Blue Fine Point Pen	50.00	CA	A-11A
3					
4					
5					
6					
7					
8					
9					

Contract Catalog Search Tool



Data Collection – (Adds)

	A	F	G	H	I	J	K
	Catalog Number	Unit of Sale UOM	Number of Inner Packs	Inner Pack UOM	Number of Base Packs	Base Pack UOM	Qty within Base Pack
1							
2	123456789	CA	10	BX	10	PK	5
3							
4							
5	987654321	CA	100	EA	1	EA	1
6							
7							
8							
9							

Contract Catalog Search Tool



Data Collection – (Changes)

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	Index (Do Not Alter)	Contract Number	SIN	Catalog Number	Product Description	FSS Price	UOM Priced	Unit of Sale UOM	Number of Inner Packs	Inner Pack UOM	Number of Base Packs	Base Pack UOM	Qty Within Base Pack	Removed (Enter 1)
2	204181	4001A	A-4	203	2"DOT DRESSING 2" DIA ADHESIVE BORDER, 1"DIA MEMBRANE	50.78	CA	CA	200	SH	4	EA	1	
3	204219	4001A	A-4	3031	3"X1" CLEAR DRESSING 3"X1" ADHESIVE 1"X1" MEMBRANE	54.03	CA	CA	200	SH	5	EA	1	
4	204245	4001A	A-4	3042	4"X2" CLEAR DRESSING 4"X2" ADHESIVE 1.5"X2" MEMBRANE	101.56	CA	CA	100	SH	4	EA	1	
5	442377	4001A	A-4	3412	Clear Island Dressing, 4" x 12.5" adhesive dressing, 2" x 10" membrane	41.11	CA	EA	1	EA	1	EA	1	
6	204365	4001A	A-4	405	CLEAR ISLAND DRESSING	171.48	CA	CA	60	BX	15	EA	1	
7	204630	4001A	A-4	5033	3"X3" POLYMEM PAD	110.54	CA	CA	60	BX	15	EA	1	
8	204641	4001A	A-4	5044	4"X4"POLYMEM PAD	148.82	CA	CA	60	BX	15	EA	1	
9	442378	4001A	A-4	5045	4.5" x 4.5" PolyMax Pad	90.35	CA	EA	1	EA	1	EA	1	
10	204660	4001A	A-4	5055	5"X5" POLYMEM PAD	112.89	CA	CA	30	BX	15	EA	1	
11	204674	4001A	A-4	5077	6.5"X7.5" POLYMEM PAD	227.91	CA	CA	30	BX	15	EA	1	
12	204683	4001A	A-4	5124	4"X12.5" POLYMEM PAD	117.81	CA	EA	0	CA	12	EA	1	
13	204702	4001A	A-4	5244	4"X24" POLYMEM ROLL	154.36	CA	CA	8	BX	4	EA	1	
14	204719	4001A	A-4	5335	3.5"X3.5" FENESTRATED PAD	61.52	CA	CA	30	BX	15	EA	1	
15	442379	4001A	A-4	5712	3" x 12" PolyMem Filler	133.77	CA	EA	1	EA	1	EA	1	
16	204726	4001A	A-4	5733	3"X3" POLYMEM FILLER	127.6	CA	CA	40	BX	10	EA	1	
17	204737	4001A	A-4	5833	3"X3" POLYMEM ALGINATE PAD	115.23	CA	CA	60	BX	15	EA	1	
18	442380	4001A	A-4	5844	4" x 4" PolyMem Alginate Pad	163.41	CA	EA	1	EA	1	EA	1	
19	204746	4001A	A-4	5855	5"X5" POLYMEM ALGINATE PAD	114.25	CA	CA	30	BX	15	EA	1	
20	442381	4001A	A-4	5877	6.5" x 7.5" PolyMem Alginate Pad	250.38	CA	EA	1	EA	1	EA	1	
21	204372	4001A	A-4	606	CLEAR ISLAND DRESSING	284.36	CA	CA	60	BX	15	EA	1	



Data Collection - Important Tips

- ALWAYS obtain the latest copy of your electronic pricelist from your CO prior to making updates.
- Do not use formulas or link the Excel workbook to external data sources.
- Do not make changes to the format of the workbook or edit the *Log Number*.
- Enter a single price for each item. Do not use price ranges.
- Use only acceptable Unit of Measure (UOM) codes, as found on the third tab of the workbook.



VA Store



-
- Procurement Information Resource
 - Tailored to NAC Customer Needs
 - Compliment to CCST and GSA



Web Site Address



-
- Contract Catalog Search Tool
www.va.gov/nac
 - VA Store www.va.gov/vastorenac



Automated Communications

Mass E-Mailing

- Special announcements
(i.e. NAC Industry Conference)
- Notifications and Reminders
 - Quarterly Sales Reports
 - Subcontracting Plans

Please Note: Do not reply to these automated messages



Q & A

Session



Thank You !

Contact Information:

Curtis Dunson (708) 786-5127

curtis.dunson@va.gov



**DEPARTMENT OF
VETERANS AFFAIRS
MEDICAL/SURGICAL
PRIME VENDOR PROGRAM**

**September
2007**

AGENDA

- Background
- Determining Local Requirements
- Training Provided By the Prime Vendor
- Contracting Officer Technical Representative Duties and Responsibilities

AGENDA

- Value-Added Services
- Product Substitutions
- Fill-Rates
- Emergency Deliveries
- Product Prices
- Ordering Methods
- Unfilled Orders
- Delivery of Products

AGENDA

- Payment
- Product Price
Discrepancies/Credits/Rebills/Short
Payments
- Product Returns
- Recalls
- Other Considerations

Background

- Introduction
- Contract Period
- Type of Contract
- Contract Modifications
- National Standardization Program

Determining Local Requirements

- Examine Current Distribution Process
- Determine Core Item List
- Identify the Appropriate Distribution Method
- Determine Frequency of Deliveries; Identify Delivery Locations

Training Provided By The Prime Vendor

- Training During the 90-Day Implementation Phase:
 - Familiarity With Prime Vendor's Ordering System
 - Product & Price Searches
- Refresher Training as Needed

Contracting Officer Technical Representative (COTR) Duties and Responsibilities

- Is the “Eyes and Ears” of the NAC Contracting Officer
- COTR Delegation Given by the National Acquisition Center (NAC) Contracting Officer
- Delegation is not “redelegable”

Contracting Officer Technical Representative (COTR) Duties and Responsibilities

- Delegation Establishes Parameters
- Performs All Aspects of Contract Administration at the Facility Level
- Acts as the Liaison between the NAC and Medical Centers

Value-Added Services

- Flexibility to Tailor Base Delivery Requirements
- Separate Value-Added Services for:
 - Conventional Delivery Method
 - Just-in-Time Deliveries
- Changes to Value-Added Services:
 - Requires 15 Days Advance Notice to Prime Vendors

Product Substitutions

- Established During Contract Implementation Period
- Must be Covered by Federal Government Contracts
- Prime Vendors Must Suggest Comparable Products for Self-Manufactured/Private Label Items

Product Substitutions

- Automatic Substitutions Must Be Pre-Approved
- Count Against the Fill-Rate, Excepting Certain Conditions
- Must Be Monitored

Fill-Rates

- Calculated on the Number of Recurring Items Received Divided by Total Number of Items Ordered
- Calculated on Core Items Only
- Maintained Daily Per Individual Order, Per Facility
- To be Shown on the Delivery Receipts

Fill-Rates

- Calculation to be Made on the First Release
- No Credit Given For Partial Shipments
- Prime Vendors May be Liable for Liquidated Damages
- Certain Exclusions Apply

Emergency Deliveries

- Apply if Delivery is Required in Less Than 12 Hours
- Two Monthly Deliveries Provided at no Additional Cost Per Facility
- Drop Shipments Authorized

Product Prices

- VA Establishes the Product Prices
- NAC Responsible for FSS, JWOD and National Standardization Product Prices:
 - Prices Updated Twice a Month
 - Price Database Available on the Internet
 - All Price Changes Must be Authorized by the NAC

Product Prices

- VISNs and/or Medical Centers Responsible for VISN and/or Local Contracts Product Prices
- Product Price Loading:
 - Changes Effective the 1st and 15th of the Month
 - Cut-Off Dates May Create Price Discrepancies

Ordering Methods

- Electronic Order Placement is the Preferred Method
- Alternative Ordering Methods Should be Used Sparingly

Ordering Methods

- Ordering Methods:
 - Fax
 - Telephone
 - Prime Vendors' Web-Based Systems
 - Electronic Data Interchange

Ordering Methods

- Order Placement Via EDI Through the Delivery Order Menu
 - Delivery Order Set-Up Checklist

Unfilled Orders

- Fill/Kill
- Fill/Call
- Backorders
- Unfilled Orders Count Against the Fill-Rate, With Exceptions

Delivery of Products

- Products Delivered Between
8:00 a.m. – 12 Noon Local Time
- Delivery of Recurring/Core Items:
 - One Consolidated Delivery
 - One Consolidated Invoice Per Purchase Order
 - Split Shipments May be Rejected

Delivery of Products

- Delivery of Recurring/Core Items (Cont'd):
 - Drop Shipments Prohibited, Unless Authorized by Facilities
 - Delivery F.O.B. Destination

Delivery of Products

- Delivery of Non-Recurring Products:
 - Delivery Time Negotiable
 - Drop Shipments Authorized
 - Delivery F.O.B. Destination
 - Expedient Deliveries F.O.B. Origin

Delivery of Products

- Shelf Life
 - At least Six Months or Less, or at Least 75% Shelf-Life Remaining
- Packaging and Packing
 - Products to be Grouped, Packed and Labeled by Purchase Order
 - Purchase Order Numbers to be Visible on Each Pallet

Delivery of Products

■ Packing List

- Items to be Shown in Identical Sequence to Purchase Order
- Shall Include Quantities Filled and Quantities Not Filled
- Prices Shall be Identical to the Order Confirmation Prices

Payment

- Invoices:
 - Payment to Prime Vendors is Net 15 Days
 - Prime Vendors Responsible for Invoicing For Recurring and Non-Recurring Products Ordered

Payment

■ Product Prices

-Established by Federal Government

Contracts:

-- Federal Supply Schedule Program

-- National Standardization Program

-- VISN and/or Local Facility Contracts

Payment

- Prime Vendor Fee
 - Can Either be Imbedded in the Product Price, or
 - Invoiced as a Separate Line Item

Payment

- Prime Vendors That Are Also FSS Contractors:
 - Are Precluded From Assessing a Distribution Fee on Their Own FSS FSS Contract Products
 - Shall Separate on Their Invoice Their Own FSS Items Ordered From the Other Products

Product Price Discrepancies/Credits/Rebills/ Short Payments

- Product Price Discrepancies
 - Timely Resolution is Important
 - To be Resolved Within 60 Days
From Date of Invoice

Product Price Discrepancies/Credits/Rebills/ Short Payments

- Credit Accounts
 - Purpose of Credit Accounts
 - Established by Prime Vendors for Each facility

Product Price Discrepancies/Credits/Rebills/ Short Payments

■ Credits

- Timing
- Shall be Easily Identified
- Contents of Credit Memos
- How Credits are Issued

Product Price Discrepancies/Credits/Rebills/ Short Payments

■ Rebills

- Timeliness
- Reasons for Rebills
- Contents of Rebills

Product Price Discrepancies/Credits/Rebills/ Short Payments

- Short Payments
 - Timeliness
 - Situations Short Payments May Occur
 - Demand for Payment - Contents

Product Price Discrepancies/Credits/Rebills/ Short Payments

- End-Of-Month Credit Reports
 - Provided by the Prime Vendor
 - Monthly
 - Timing
 - Personnel Receiving the Reports
 - Contents of Credit Reports

Product Returns

- Prime Vendor Error:
 - Disposition Instructions by Prime Vendors Within 48 Hours
 - Facilities to Dispose of Product After 72 Hours

Product Returns

- Prime Vendor Error (Cont'd)
 - Replacement to be Made at no Charge to Facilities, or
 - Credit to be Given Within Five Days
 - Prime Vendor Responsible for Transportation Charges

Product Returns

- Facility Error:
 - No Charges for Products Stocked by the Prime Vendor
 - Charges Apply for Special Order Products
 - Exceptions Apply

Recalls

- Prime Vendor Responsible for Handling All Recalls
- Replacement or Credit to be Issued for Products Recalled

Other Considerations

- Inspection of Distribution Centers
- National Item File

CONCLUSION

Point of Contact

Timothy Richards, MSPV Acting Senior
Contract Specialist

VA National Acquisition Center

P.O. Box 76

Hines, IL 60141

(708) 786-4959

(708) 786-4970 (fax)

Timothy.Richards@va.gov

PHARMACEUTICAL PRIME VENDOR

McKesson Corporation
Contract #V797P-1020

PHARMACEUTICAL PRIME VENDOR

- Awarded to McKesson Corporation on December 31, 2003. PPV contract performance started on May 10, 2004.
- The PPV contract covers Continental US, Hawaii, Puerto Rico, Alaska, Virgin Islands, Philippines, and Saipan.
- The contract includes a base performance period of 2 years and three option periods with 2 years each.
(Currently under the first option period)

PHARMACEUTICAL PRIME VENDOR

Brief Scope:

- Requires McKesson to maintain adequate supply and distribute drug/ pharmaceutical items and any other contracted items that are dispensed through Pharmacy service with actual therapeutic purposes.
- Products include brand name and generic drugs, nutritional/dietary supplements, blood products, test strips, test sets, reagents, and limited cosmetic products.

PHARMACEUTICAL PRIME VENDOR

- These items are sold under various Federal Supply Schedules (FSS), VA National Contracts, Basic Ordering Agreements (BOA), and other government contracts/agreements.
- Also carries a limited number of medical/surgical items for outpatient pharmacy dispensing only.

PHARMACEUTICAL PRIME VENDOR

PRICING:

- PPV customers' pricing is based on contract pricing (FSS, Nat'l. Contract, BPA, etc.).
- PBM maintains the price database. This is the only pricing that we authorized McKesson to load.
- McKesson downloads the pricing nightly from the Pharmacy Benefits Management (PBM) website.
- PBM Website:
<http://www.pbm.va.gov/PBM/prices.htm>

PHARMACEUTICAL PRIME VENDOR

Participants:

- **Mandatory for VA facilities**
 - 7 CMOPs (the biggest customer)
 - VAMC, Outpatient Clinics and Satellite pharmacies
 - Other Government Agency (OGA)
 - Download List of PPV participants:
<http://www1.va.gov/oamm/oa/nac/ncs/pharmpv.cfm>

PHARMACEUTICAL PRIME VENDOR

- **Other Government Agency (OGA)
Indian Health Service (IHS)**
 - Entitled to Big4 pricing
 - Facilities under the PPV program include Tribal and Urban Health Clinics
 - A Tribal facility must have affiliation with a Federal IHS to have PPV access
 - 9 Federal National or Regional IHS Supply Service Centers

PHARMACEUTICAL PRIME VENDOR

- **Other Government Agency (OGA) Facilities**

Bureau of Prisons (BOP)

Dept. of Immigration Health Service (DIHS)

Dept. of Homeland Security (DHS)

Public Health Service (PHS)

Health & Human Services (HHS)

Howard University (HOW)

PHARMACEUTICAL PRIME VENDOR

- **Other Government Agency (OGA)
State Veterans Homes (SVH) Facilities**
 - SVH Option 1
Entitled to base FSS (OGA) pricing
 - SVH Option 2
Entitled to VA pricing

PHARMACEUTICAL PRIME VENDOR

State Veterans Homes (SVH)

- SVH must have a Sharing Agreement with a VA Medical Center to obtain FSS pricing.
- Without the Sharing Agreement, a SVH is entitled to “FSS like pricing on covered drugs only.”
- Sharing Agreement is needed to participate in the PPV program.

PHARMACEUTICAL PRIME VENDOR

State Veterans Homes (SVH)

Under the PPV, SVH operate under two scenarios:

- Option 1- SVH orders directly, receives delivery and makes direct payment using state funds.
- Option 2- SVH orders are approved by the VA Medical Center. SVH receives the delivery but the VA receives the invoice and makes the payment.
- Since the VA authorizes the orders and pays for the products, Option 2 SVH are entitled to VA pricing (Big4, National Contracts, BPA, etc.).

PHARMACEUTICAL PRIME VENDOR

- Websites:

Pharmaceutical Prime Vendor

<http://www1.va.gov/oamm/oa/nac/ncs/pharmpv.cfm>

PBM

<http://www.pbm.va.gov/PBM/prices.htm>

PHARMACEUTICAL PRIME VENDOR

- **PPV Points of Contact:**

German Arcibal 708-786-7663

german.arcibal@va.gov

Susan Proctor 708-786-5174

susan.proctor@va.gov



U.S. General Services Administration

Federal Acquisition Service

GSA Advantage
www.gsaAdvantage.gov

Federal Acquisition Service

Welcome to GSA Advantage! - Microsoft Internet Explorer

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Back Forward Stop Home Search Favorites Refresh Print Mail My Yahoo! Autos Games Music Answers Personals Sign In

Address https://www.gsaadvantage.gov/advgsa/advantage/main/start_page.do Go Links SnagIt

Search Web Mail My Yahoo! Autos Games Music Answers Personals Sign In



- Tutorial
- Customer Assistance
- What's New
- Register
- LOGIN
- GSA e-Buy
- Schedules e-Library
- Order History/Status
- Profile
- Parked Carts
- Reports

Shopping Cart

0 items: \$0.00

Requisition Status

find the status of any GSA requisition

NSN Quick Order

quickly order GSA managed NSNs

FEDSTRIP

use this tool to submit FEDSTRIP requisitions

GSA e-Buy

With GSA e-Buy getting quotes is just a click away!



[Learn more about e-Buy](#)

Vendor Information

- How do I get a GSA contract?
- How do I get on GSA Advantage?
- How do I register for e-Buy?
- How to download orders and upload status.
- and more...

GSA Advantage Sales

[Advantage Sales](#)

Welcome

Thanks for choosing GSA Advantage! For over 10 years now, GSA Advantage has been the most reliable and proven source for thousands of Federal purchasers worldwide. GSA Advantage offers the most comprehensive selection of approved products and services from GSA/VA Schedules as well as all GSA Global Supply products.

With over 10 million state-of-the-art high-quality commercial products and services at your fingertips, GSA Advantage provides the most convenient one-stop shopping source to meet all your procurement needs.

Frequently Asked Questions

- ▶ Password assistance
- ▶ How do I get order status?
- ▶ About Overseas ordering
- ▶ How do I get a GSA Supply Catalog?

Now Available! 2008 CALENDARS

Planners, Calendars, Appointment Books, And more...

VIEW ITEMS AVAILABLE

Specialty Categories

Strategic Sourcing BPAs

direct access to Strategic Sourcing and agency specific BPAs

Environmental

direct access to a variety of environmental oriented products

JWOD Program

one-stop shopping for available JWOD solutions

Disaster Relief

identify a full range of products and services for relief and preparedness

Wildfire

quickly locate available approved NFES products

Homeland Security

locate critical Homeland Security products and services

What are you looking for?

Enter keywords, part#/NSN, manufacturer, contractor, contract #

Look in...

All Categories

Advanced Search

Find it!

Browse by Category

- ▶ Building & Industrial
- ▶ Furniture & Furnishings
- ▶ Hospitality, Cleaning, & Chemicals
- ▶ IT Solutions & Electronics
- ▶ Laboratory, Scientific, & Medical
- ▶ Law Enforcement, Fire, & Security
- ▶ Office Solutions
- ▶ Recreation & Apparel
- ▶ Services
- ▶ Tools, Hardware, & Machinery
- ▶ Vehicles & Watercraft

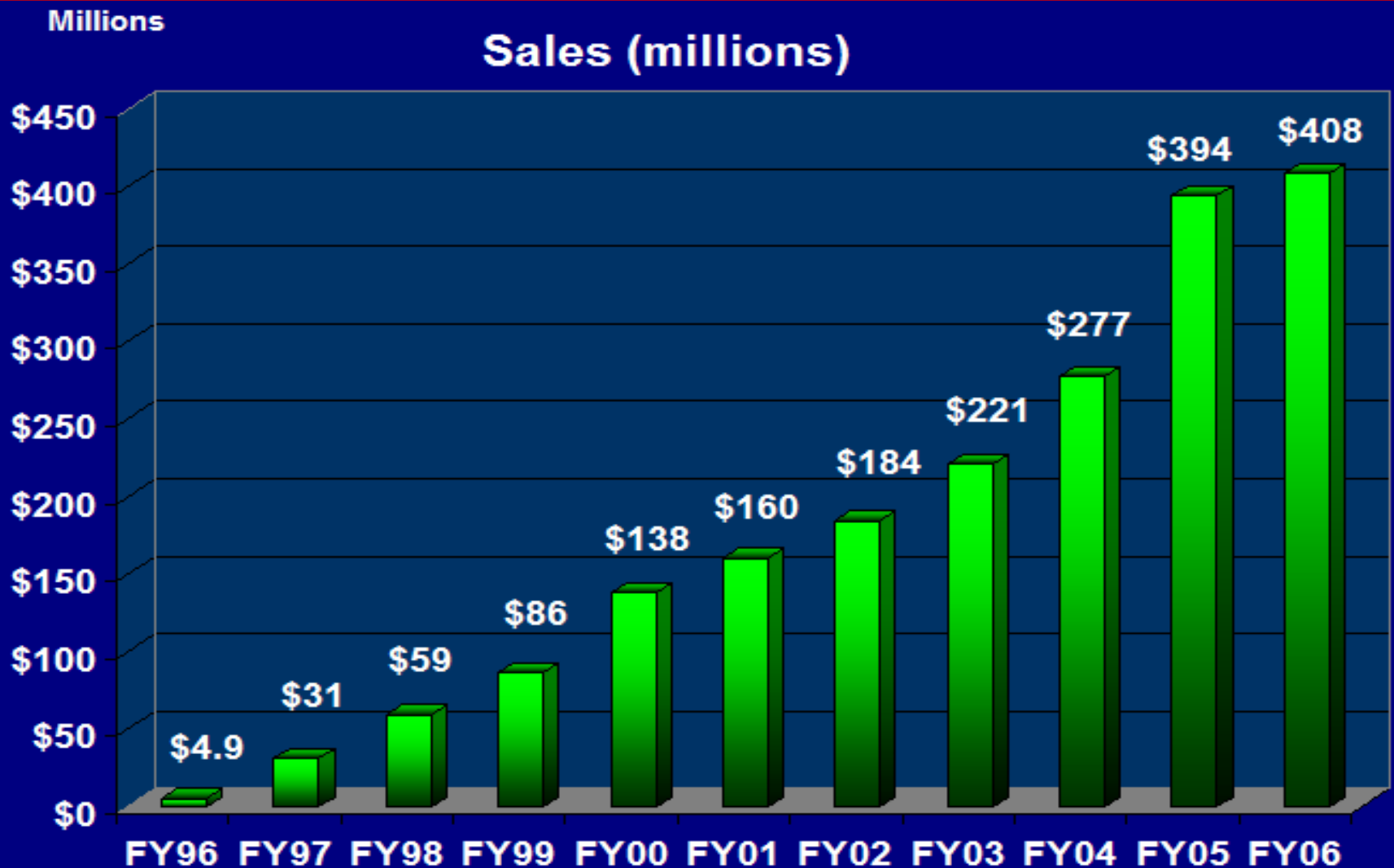
AWARDS

- FY06: Computerworld Premier 100 IT Leaders Award**
- FY05: Computerworld Search for New Heroes Award**
- FY04: American Council for Technology 2004 Intergovernmental Solutions Award**
- FY04: Computerworld Search for New Heroes Award**
- FY02: E-Gov 2002 Explorer Award**
- FY00: Federal Acquisition Award for “Business Solutions in the Public Interest”**

AWARDS

- ✚ **FY00: CIO Magazine Web Business 50/50 Award: one of the “Top 50 Intranet Sites in the world”**
- ✚ **FY00: Inclusion in the 2000 Computerworld Smithsonian Collection**
- ✚ **FY98: Government Computer News “Best of Feds Award”**
- ✚ **FY97: Government Executive Magazine “Federal Technology Leadership Award”**
- ✚ **FY96: Computerworld Smithsonian Award for “Innovative Technology in the Workplace”**

Federal Acquisition Service



(Total Sales to date - \$2.2 Billion for 3.5 million orders)

Stats

- + 15,283 FAS Vendors, 18,161 Contracts
- + 13,047,560 Products & Services
- + 671 VA Schedule Vendors
- + 219,727 VA Products
- + 526,846 Registered Customers
- + 550,000 Searches Every Work Day
- + 3,500 orders placed each day
- + 300 new federal customers registering everyday
- + 5 “Searching” Users for Every Buyer
- + Average order \$630
- + 33,702 RFQ’s posted in FY 07 (as of 8/31/07)



Federal Acquisition Service

U.S. General Services Administration



Department of Veterans Affairs

Department of Veterans Affairs & GSA Advantage! Partnership

VA Advantage! Home Page



VA Advantage!™



[Home](#) [What's New](#) [e-Buy](#) [e-Library](#) [Help](#) [Profile](#) [Parked Carts](#) [Order Status/History](#)

Shopping Cart:
contains 0 items

[Login](#)

[Register](#)

What are you looking for?

Enter keywords, part#/NSN, manufacturer, contractor, contract #

Look in...

Search All VA

[Find it!](#)

[Advanced Search](#)

Browse by aisle

- ▶ 621 I Professional Medical Healthcare Svcs (e-Buy)
- ▶ 65 II A Medical Equipment & Supplies
- ▶ 65 II C Dental Equipment & Supplies
- ▶ 65 II F Patient Mobility Devices
- ▶ 65 V A X-Ray Equipment & Supplies
- ▶ 65 VII Invitro Diagnostics, Reagents, Test Kits & Test Sets
- ▶ 65 I B Pharmaceuticals (Selected SIN's only)
- ▶ GSA Advantage!
- ▶ GSA Global Supply

[View a Tutorial of the VA Advantage!](#)



[Requisition Status](#)

[NSN Quick Order](#)

[FEDSTRIP](#)

VA Corner

Welcome to VA Advantage!. This site has been primarily designed to enhance the end user experience in procuring pharmaceutical and medical supplies from VA. This front page features answers to general questions and access information from several areas of VA. [More...](#)

- ▶ [VA Acquisition News](#)
- ▶ [VA Links](#)

VA Resources

- ▶ [VA Contract Programs Eligible Users](#)
- ▶ [Market Research ? NAC Search Database/Electronic Catalogs](#)
- ▶ [VA Ordering Guidelines](#)
- ▶ [BPA National Requirements](#)
- ▶ [VA Schedules FAQs](#)
- ▶ [VA Advantage! Points of Contact](#)



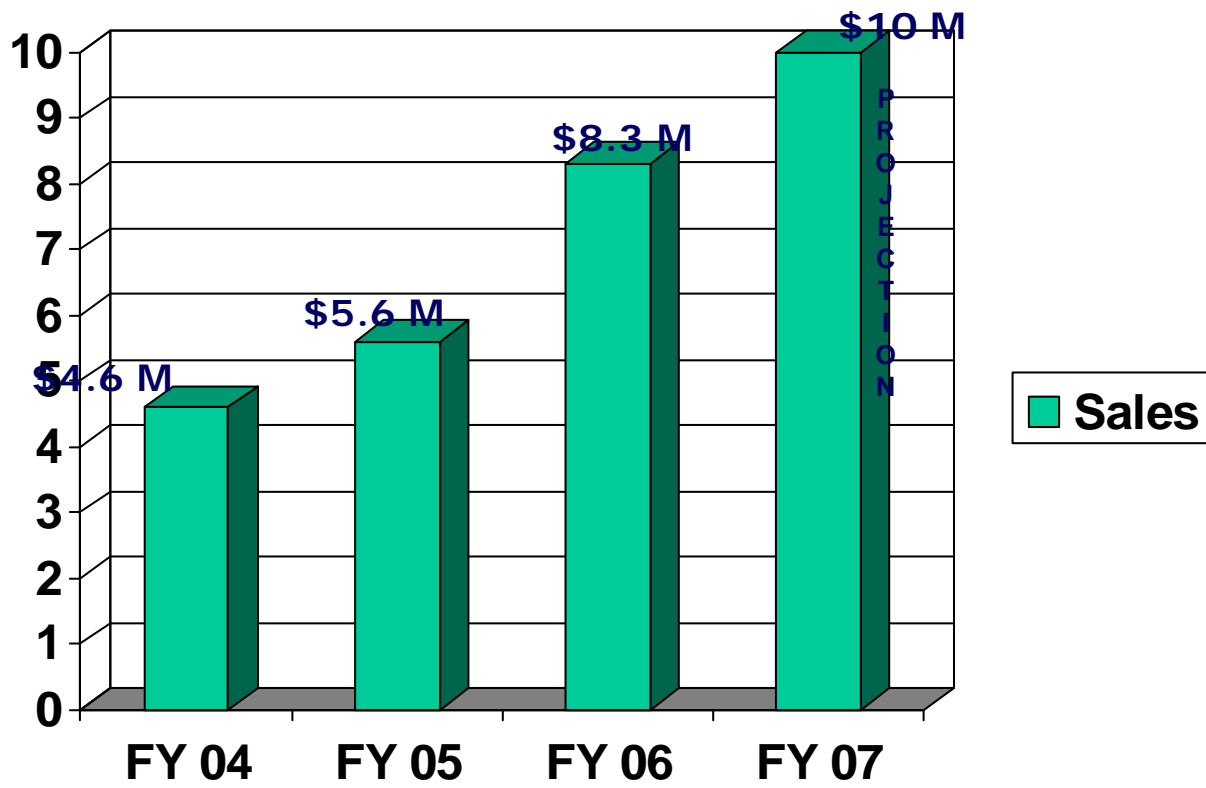
Facts for VA Customers, Purchasers and Vendors

What is available on VA Advantage! & e-Buy to Medical Procurement Activities

- + 650 VA FAS Vendors with Over 200,000 Medical Products & Equipment Listed (approx 5 added per week)**
- + 55% – 65 II A, Medical Equipment & Supplies**
- + 23% – 621 I, Professional Services & Allied Healthcare**
- + 11% – 65 II C, Dental Equipment & Supplies**
- + Remaining 11%**
 - + 65 I B- Pharmaceuticals & Drugs, 65 VA- X-Ray Equip. & Supplies,**
 - + 65 II F- Patient Mobility Aids, 65 VII- Invitro Diagnostics & Reagent Kits**

VA Advantage! Yearly & Projected Sales

(Millions)





U.S. General Services Administration

Federal Acquisition Service

Vendor Support Center

Responsibilities

SIP Software 7.x (Primary function)





- ✚ **Data Entry (Company information, Products, Accessories, Options etc..)**
- ✚ **Importing (xls, DBF)**
- ✚ **Photos (70Kb in .jpg or .gif format)**
- ✚ **Text Files (HTML, HTM, doc, xls, PDF) or entering in a URL**
- ✚ **Uploading Data (Sending information to the system)**
- ✚ **BPA Pricing**
- ✚ **Response Files (A70,C70,R70,W70)**

Responsibilities (Cont..)




- **GSA Advantage**
 - ✚ Assist in resolving issues including missing or incomplete data displayed on GSA Advantage
 - ✚ Help companies navigate and understand the site
 - ✚ Help with icons not showing (Disaster Relief, Coop Purchasing, Temp Sales)
 - ✚ Getting information to show the most efficient way possible for the type of products or services provided.

Responsibilities (Cont..)

E-Buy

-  Log-in issues (Passwords)
-  Profile updates (email address)
-  Restore deleted RFQ's
-  What SINs category a RFQ is posted

E-library

-  Information site (Contract numbers, Contact Information, SIN/Schedule Information, Category Guides)
-  Contract End Dates
-  Socio-Economic Status

Responsibilities (Cont..)

- ✚ **CORS (Contracting Officer Review System)**
 - ✚ **Limited access (Read Only Access)**
 - ✚ **Facilitate communications between CO and Vendor**
 - ✚ **Use as research tool**

FAQ's

- ✚ My computer crashed and I need to update my prices, how do I do that?
- ✚ I'm trying to log into *Advantage!* to update my prices.
- ✚ I sell batteries but they are listed under the wrong category in *Advantage!*
- ✚ I sent my files today but I don't see them on *Advantage!*
- ✚ Do I need to add pictures to all my items?
- ✚ How do I change my email address and phone number on *Advantage!*
- ✚ How do I get my pricelist to rank over my competitors?

Contact Us

Hours of Operation:

7:30 AM – 5:30 PM EST Monday - Friday

Toll Free: 1-877-495-4849

Local: 703-605-9992

Email: vendor.support@gsa.gov

Web Training

http://vsc.gsa.gov/training/online_training_reg.cfm

Questions?

