

VA FSS Town Hall Webinar

September 12, 2012

Learning Objectives

1. VA FSS Program Overview
 - Program Overview
 - Opportunities
2. Is a Schedule contract right for you?
3. Qualifying for a VA FSS Contract
 - Vendor Eligibility
 - Resellers with Insignificant Commercial Sales
4. VA FSS Electronic Tools
 - VA FSS Web Portal
 - NAC Contract Catalog Search Tool



VA FSS PROGRAM OVERVIEW

GSA vs. VA Schedules



Federal Supply Schedule Service



GSA

GSA establishes long-term government-wide contracts with commercial companies to provide access to millions of commercial products and services at volume discount pricing. There are 30 GSA Schedule programs.



Department of
Veterans Affairs
VAFSS
Federal Supply
Schedule

GSA has delegated authority to the VA to procure medical equipment, supplies, services, and pharmaceuticals under the VA Federal Supply Schedules program. There are 9 VA Schedule programs.

<http://www.gsaelibrary.gsa.gov/ElibMain/scheduleList.do>



Department of Veterans Affairs
VAFSS
Federal Supply Schedule

What We Do...



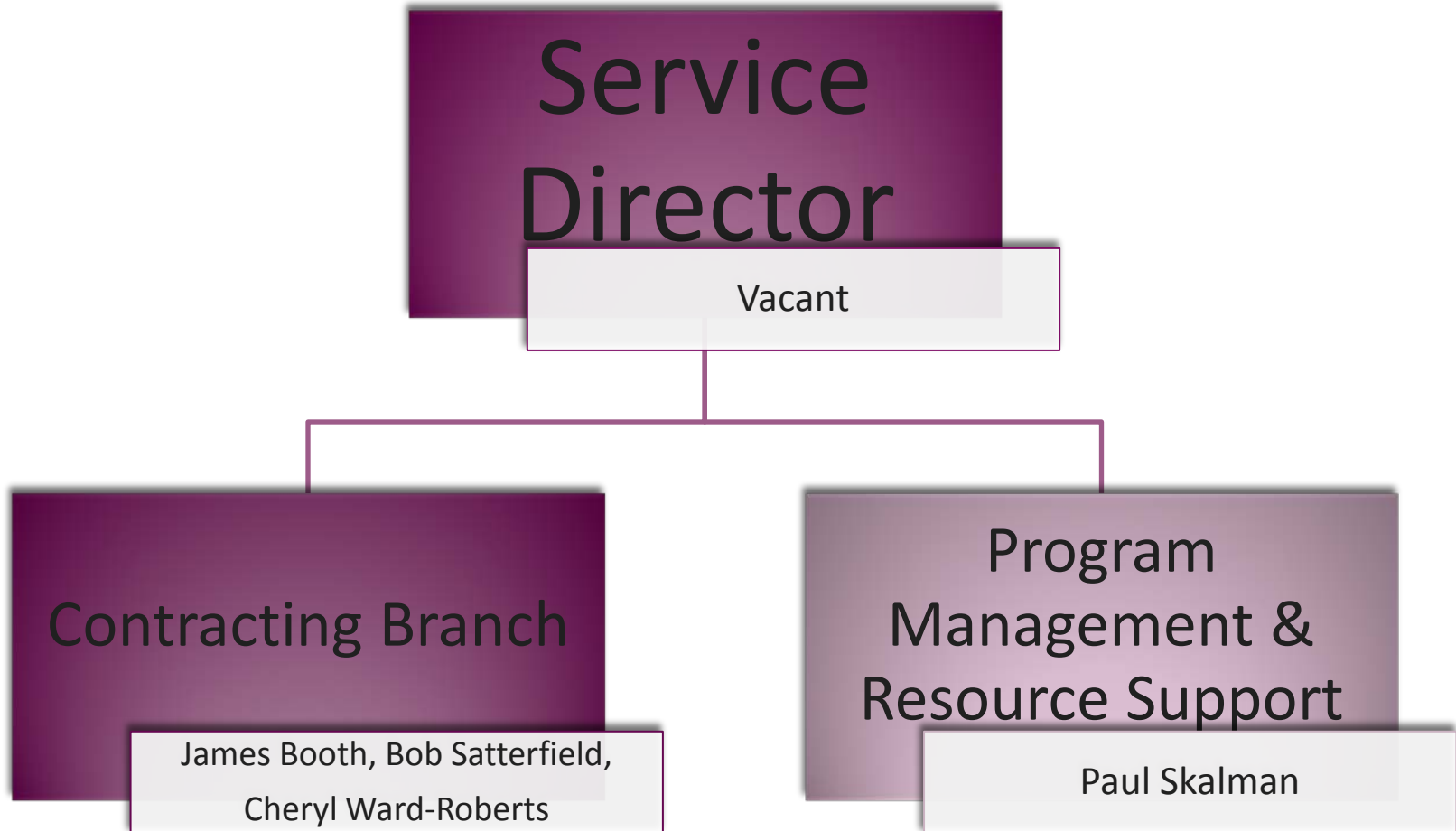
The VA FSS Service uses contracting expertise to provide innovative healthcare solutions to our federal customers in support of their missions.

To achieve this we...

- Negotiate and award long-term Multiple Award Schedule contracts for established prices, terms, and conditions to responsible companies for use by VA and other government ordering activities.
- Provide eligible buyers with a simplified process for obtaining more than 1 million commercially available medical equipment supplies, pharmaceuticals, and services.



Organizational Structure



Program Responsibilities



Contracting Branch

- Evaluation & Award of solicitation proposals
- Schedule contract administration
 - Contract Modifications
 - Contract Extensions
 - Contract Closeout

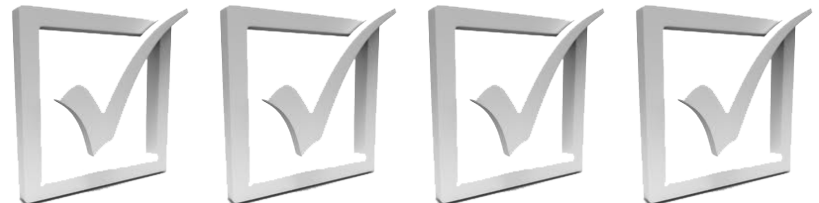
Program Management & Resource Support

- Training
 - FSS Contracting Officers
 - VA & OGA Schedule Users
 - Current & Prospective FSS Contractors
- IFF remittance & sales reports
- Policy Guidance
- FSS Web Portal
- Social Media

VA FSS Program Traits



- Multiple Award Schedule
- Open & continuous solicitation cycle
- Multi-year: 5 year base performance period with options to extend for an additional 5 years
- Fixed-price with economic price adjustment
- Indefinite delivery, indefinite quantity
- National & worldwide coverage
- FOB destination
- Full & open competition
- Industrial funding fee



VA FSS Program Advantages



Broad access to the Government marketplace

Reduced acquisition lead times & costs

Limited competition

Business growth opportunities

Commercial selling practices, terms, & conditions

Flexible & convenient

24/7 expert knowledge base and online resources

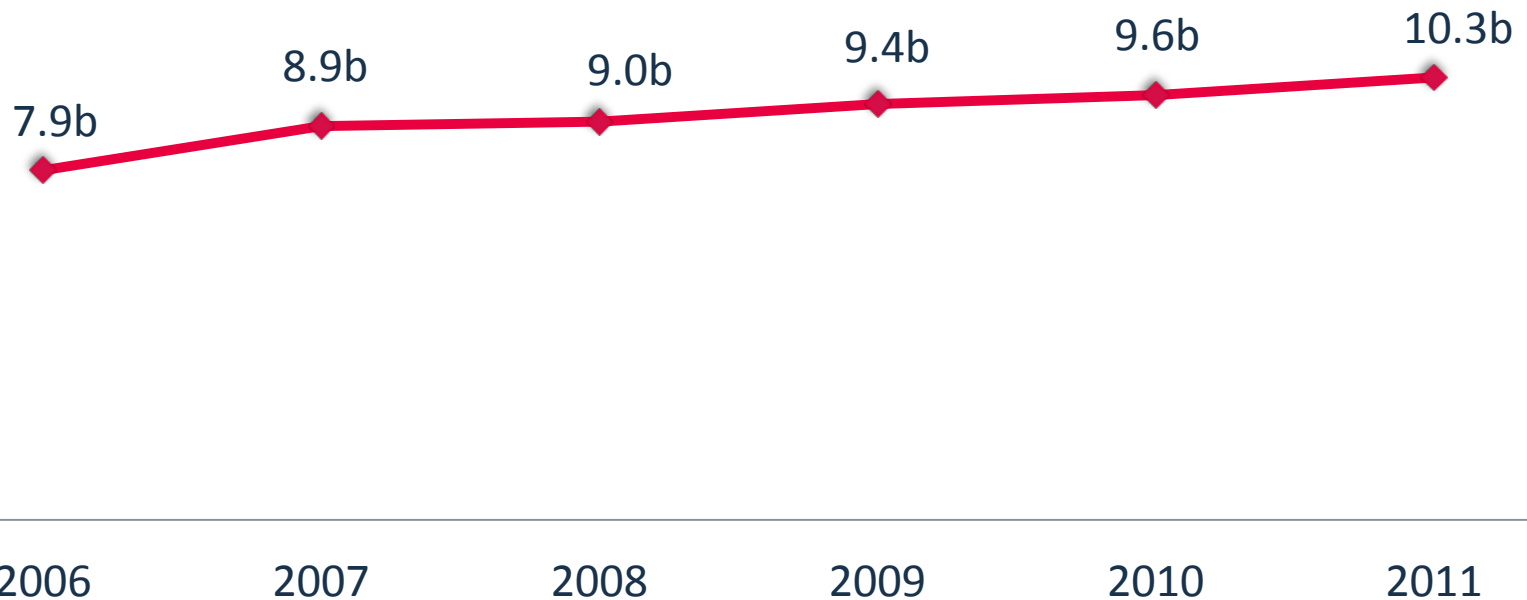
VA Schedule Programs



Schedule Title		NAICS	Solicitation Number	Revision
65IB	Drugs, Pharmaceuticals, & Hematology Related Products	325412	M5-Q50A-03	R5
65IIA	Medical Equipment & Supplies	339112	RFP-797-FSS-99-0025	R8
65IIC	Dental Equipment & Supplies	339114	RFP-797-652C-04-0001	R2
65IIF	Patient Mobility Devices	339113	RFP-797-652F-05-0001	R4
65VII	Invitro Diagnostics, Reagents, Test Kits, & Test Sets	325413	M5-Q52A-04	R3
65VA	X-Ray Equipment & Supplies	325992	RFP-797-655A-03-0001	R3
66III	Cost-Per-Test, Clinical Laboratory Analyzer	334516	RFP-797-FSS-03-0001	R1
621I	Professional & Allied Healthcare Staffing Services	561320	RFP-797-FSS-00-0115	R3
621II	Medical Laboratory Testing & Analysis Services	621511	RFP-797-FSS-04-0001	R2

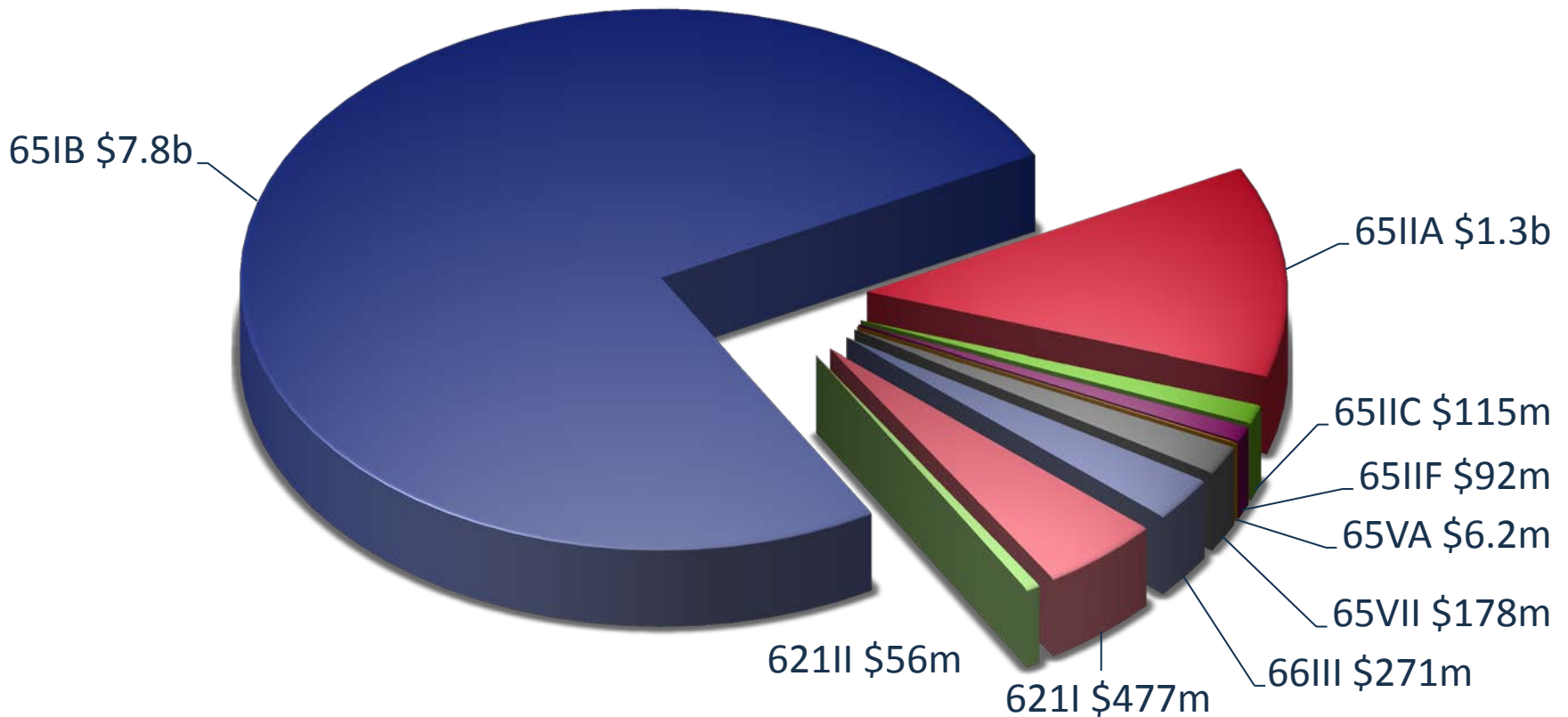
<http://www.va.gov/oal/business/fss/schedules.asp>

VA FSS Total Annual Sales (in billions)



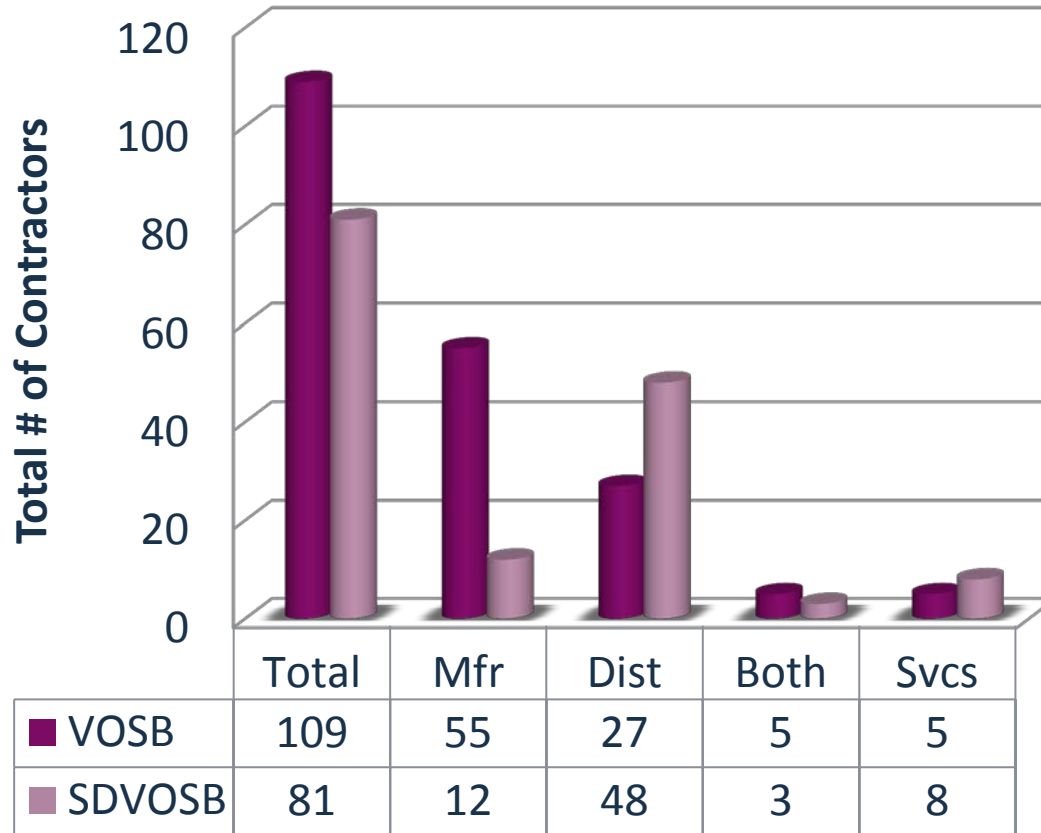
<http://www.va.gov/oal/business/fss/schedulesales.asp>

VA FSS Annual Schedule Sales (in billions)



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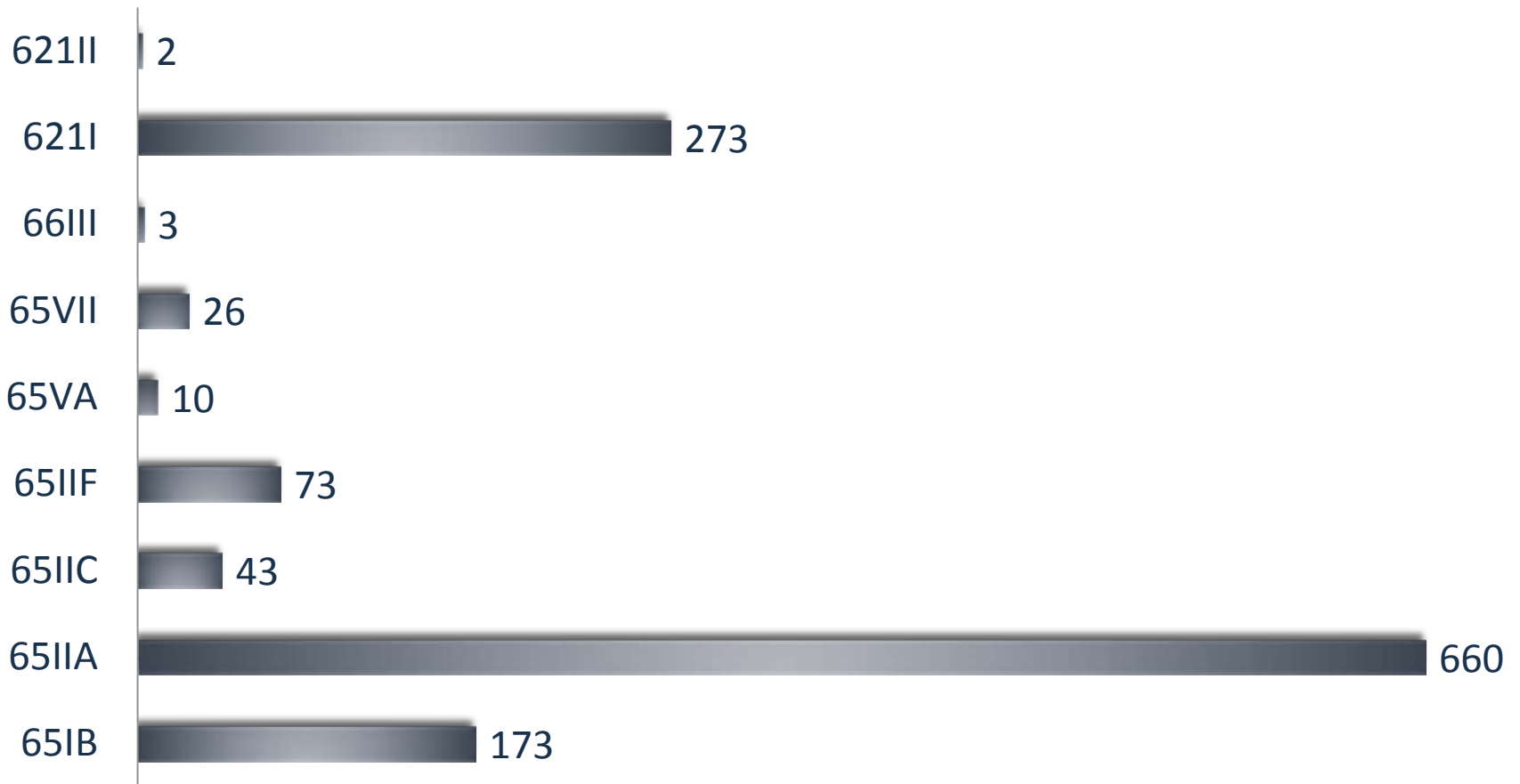
Current Use of Small Businesses



1,256
small businesses

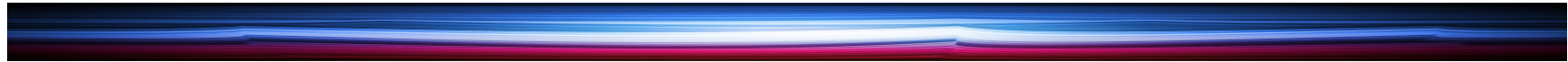
15%
are VO & SDVO
small businesses

Small Businesses by Schedule



IS A VA FSS CONTRACT RIGHT FOR YOU?

Is a VA FSS Contract Right for You? (1)



Question	Recommendation	Resource
<p>Do your firm's products/services fit under a VA Schedule program and SIN category?</p>	<p>All offered products/services must fall within the scope of a VA Schedule solicitation and SIN category.</p>	<p>VA Schedules Program http://www.va.gov/oal/business/fss/schedule.asp</p>
<p>Is there a market for your offered products/services? Is the Government buying what you sell?</p>	<p>It is recommended that you conduct thorough market analysis, including a market assessment, competition evaluation, and opportunity review.</p>	<p>Contract Catalog Search Tool http://www.va.gov/nac</p> <p>GSA eLibrary http://www.gsaibrary.gsa.gov</p> <p>VA Schedule Sales Query http://www.va.gov/oal/business/fss/schedule-sales.asp</p>
<p>Does your firm have the capability and willingness to dedicate personnel and resources to write Government bid proposals and administer a Schedule contract?</p>	<p>Your firm should be sure that it has the time and resources required to submit a quality Solicitation package, manage your contract award, and market your offering to VA and other government customers.</p>	<p>Managing Your FSS Contract http://www.va.gov/oal/business/fss/contractors.asp</p>

Is a VA FSS Contract Right for You? (2)



Question	Recommendation	Resource
Does your firm understand that receipt of a VA Schedule contract is not a guarantee of sales and that it is required to comply with I-FSS-639, Contract Sales Criteria clause?	VA Schedule contractors are required to market their products and services to the VA and other government customers. Additionally, a contract will not be awarded unless anticipated sales are expected to exceed \$25,000 within the first 24 months following contract award, and are expected to exceed \$25,000 in sales each 12-month period thereafter.	
Are the proposed items compliant with the Trade Agreements Act?	The Trade Agreements Act (TAA) applies to all VA Schedules. Under the terms of this act, only US-made or designated country end products shall be awarded to responsible vendors.	Trade Agreement Act – Designated Countries http://www.va.gov/oal/business/fss/taa.asp
Can your firm demonstrate past performance and historical sales for the offered products/service?	It is recommended that your firm have business experience and historical sales relevant to the offered products/services before submitting a VA Schedule proposal.	

Is a VA FSS Contract Right for You? (3)



Question	Recommendation	Resource
<p>Is your firm prepared to negotiate its best pricing, terms, and conditions?</p>	<p>Best value considerations include:</p> <ul style="list-style-type: none"> • Price • Past performance record • Trade-in considerations • Delivery terms • Socioeconomic status • Special features of the supply/service • Quality of the proposed solutions • Cost differentials • Warranty/Return Goods policy • Expertise of the offeror 	<p>Best Value http://www.va.gov/oal/business/fss/bestValue.asp</p>
<p>Is your firm eligible to receive an award under Federal laws and regulations?</p>	<p>Your firm must be eligible to receive a Schedule contract under applicable Federal laws and regulations.</p>	<p>Federal Acquisition Regulation https://www.acquisition.gov/far Regulations.gov http://www.regulations.gov</p>

Additionally we expect offerors to...

1. Demonstrate that they are responsible. It is recommended that your firm have business experience and historical sales relevant to the offered products/services.
2. Complete the GSA “**Pathways to Success**” education seminar
<https://gsafas.secure.force.com/MASTrainingHome> (login required). Submit a copy of the certificate of completion with your proposal.
3. Read the solicitation in its entirety and understand all of the terms and conditions.
4. Meet all **solicitation requirements** and demonstrate ability to meet all **contract obligations**.



Resellers with Insignificant Commercial Sales

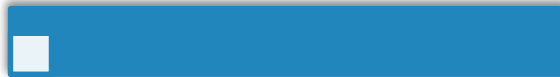


Price Reasonableness



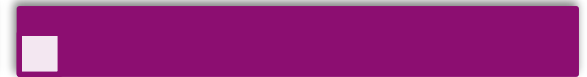
- Offeror must submit a CSP for each offered manufacturer
- Reseller must disclose the pricing it receives from each offered manufacturer
- Reseller must receive MFC pricing

Price Reductions Clause



- Pricing between the manufacturer and offeror will be identified as the *Price Reduction Clause tracking mechanism*

Other Manufacturer Considerations



- Each offered manufacturer must let the Government conduct a pre-award review of its sales records
- Manufacturers are not culpable for post-award responsibilities or audit reviews.

Final Considerations

If your firm is newly established or has low sales of the proposed products/services you should consider the resources available to your firm and any difficulty you may have in meeting the performance requirements of a VA Schedule contract. If you decide to submit an offer under the VA FSS program, we suggest that you draft a business plan covering how you intend to meet all contract performance and reporting requirements.





Assistance

Contact your local PTAC!

The Association of Procurement Technical Assistance Centers (APTAC) represents 94 PTACs dedicated to assisting businesses seeking to compete successfully in federal, state, and local government contracting. Learn about the PTACs and connect to a Center near you!

<http://www.aptac-us.org>

PTAC offers ***free*** assistance in:

- ✓ Determining your firm's suitability for government contracting
- ✓ Proposal preparation
- ✓ Securing necessary registrations
- ✓ Researching procurement histories
- ✓ Networking
- ✓ Identifying bid opportunities
- ✓ Contract performance issues
- ✓ Preparing for audit reviews



VA FSS ELECTRONIC TOOLS

VA FSS Web Portal



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

VA FSS Web Portal Features



VA FSS Web Portal

Information on all 9 VA Schedule programs

Learn how to place an order or establish a BPA against a VA Schedule contract, including the VA waiver request process

Extensive resource library

Frequently asked questions

And much more! Check back often to get the most up-to-date information about the VA Schedules program!

Your gateway to the VA Federal Supply Schedule Program – online.

FSS Social Media



LinkedIn Profile

<http://www.linkedin.com/pub/va-fss-service/34/166/711>

GSA Interact Profile

<http://interact.gsa.gov/users/va-fss-service>

Registration required



RSS Feed

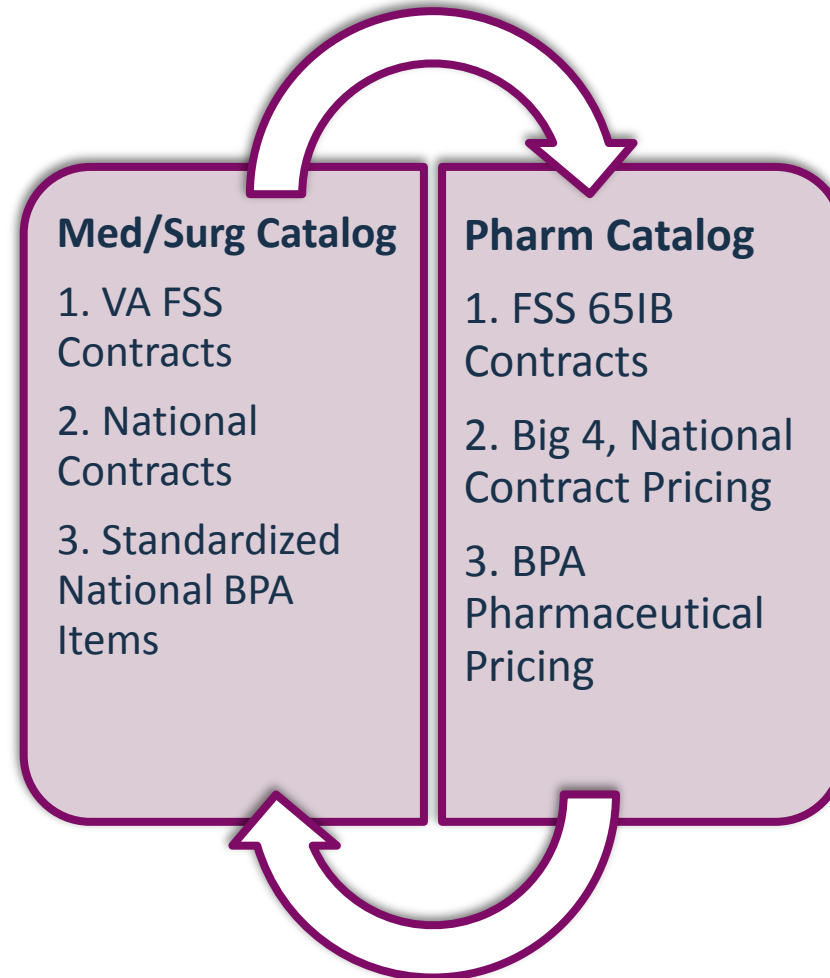
http://www.fss.va.gov/fss/pressreleases/pressrel_rss.xml

NAC Contract Catalog Search Tool



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

NAC CCST Features



GSA Web Tools



- GSA eLibrary: <http://www.gsaelibrary.gsa.gov>
- GSA Advantage: <http://www.gsaadvantage.gov>
- GSA eBuy: <http://www.ebuy.gsa.gov>
- Vendor Support Center: <http://vsc.gsa.gov>





Contact Us!



<http://www.va.gov/oal/business/fss/contacts.asp>



(708) 786-7737



(708) 786-5170



helpdesk.ammhinfss@va.gov



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

Q&A from the Webinar



The questions and answers below are from the VA FSS Prospective Town Hall webinar held Wednesday, September 12, 2012.

Should I have both a VA FSS contract and a contract from GSA?

While the VA FSS Service and GSA both work with multiple award schedule contracts, a firm does not necessarily need to have a Schedule contract with both agencies. The VA Schedule program is responsible for managing medical equipment, supply, service, and pharmaceutical related contracts; GSA manages Schedule contracts for all other commodities and services. There are some commodities that may cross agencies, including analyzers and related equipment. Call the FSS Help Desk if you are unsure if your product falls under a GSA or VA Schedule contract program. <http://www.va.gov/oal/business/fss/contacts.asp>

If I am renewing my VA Schedule contract, am I required to submit a certificate of completion from the Pathways to Success course?

Due to changes in the acquisition process, all offerors, including current contractors submitting follow-on proposals, must take the Pathways to Success course and submit a copy of the certificate with their proposal. The course must be completed by an authorized negotiator of the company.

Will the training be made available online?

The PowerPoint slides will be made available on our Training page. <http://www.va.gov/oal/business/fss/training.asp>

THANK YOU!

Email pmrs@va.gov for more information and stay tuned for news on October's webinar:

*The CSP...What You
Need to Know*

