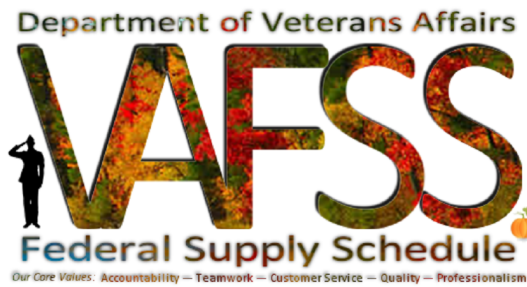




November
2012



Issue
41



P.O. Box 76, 1st Avenue, One Block North of 22nd Street, Hines, IL 60141
www.fss.va.gov | helpdesk.ammhinfss@va.gov | (708) 786-7737

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In the News: Hurricane Sandy Disaster Relief

At the end of October, the East Coast was battered by the largest Atlantic hurricane on record. Sandy affected nearly half of the continental US, from Florida to Maine and west to Michigan, Wisconsin, and Illinois. New York and New Jersey took the brunt of the damage, with several cities still experiencing power outages and recovering from severe flooding. With its devastating winds and torrential rains Hurricane Sandy caused at least \$20 billion of damage and cost US businesses nearly \$50 billion. Surpassed only by 2005's Hurricane Katrina, Sandy is the second costliest hurricane in history.



GSA Advantage! Disaster Recovery
Purchasing Icon

The federal agencies responsible for emergency and disaster relief immediately went into action to help state and local governments provide the necessary support and services to affected individuals.

Disaster Recovery Purchasing Program

The [GSA Disaster Relief Program](#) is one of the easiest ways for federal, state, and local buyers to access disaster and emergency related supplies, equipment, and services. Customers can use [GSA Advantage!](#) to browse disaster relief and emergency preparedness products and services available under the Schedules program. Schedule

contractors participating in the Disaster Recovery Purchasing Program are identified with the Disaster Recovery Purchasing icon.

Schedule contractors that previously declined to participate in this program, but now wish to do so, should contact their assigned contract specialist for instructions on modifying their contracts to allow participation in the program.

VA Preparedness and Relief Services

The VA proactively took [measures](#) to guarantee the safety of and continued service to our Veterans before and after the storm arrived. Through the exceptional foresight and professionalism of VA staff, approximately 130 patients were evacuated from the Manhattan VA hospital in an effort to ensure patient safety and continued care. The Manhattan facility sustained extensive flood and electrical damage. The VA is working with local utility companies to repair the damage and resume normal operations as quickly as possible. Additionally, the VA is expediting review of vacant VA owned-properties that could possibly be made available to qualified Veterans and non-Veterans.

Continued on page 5

Contractor Training Center: PL 102-585 2013 Pricing Updates and PPA Submission

The 2013 Public Law 102-585 Pricing Update season is upon us! On Monday, November 5th, we released our [annual guidance](#), the final piece of instruction needed to successfully navigate this year's Public Law process.

By now you should have received an Excel spreadsheet from the VHA Office of Pharmacy Benefits Management (PBM) Services to be used to complete report all covered drug items for the purpose of determining 2013 Federal Ceiling Price (FCP) calculations. In advance of submitting your annual non-Federal Average Manufacturer's Price (non-FAMP) reports, your firm should have:

1. Reported any modifications in the existing methodology used to calculate non-FAMP to PBM, the VA Office General Counsel (OGC), and the VA Office of the Inspector General (OIG); and
2. Reported any disputes over covered drug pricing that was in effect or awarded on September 30th, as well as any disputes of the calculated non-FAMP for 7/1/2011 – 9/30/2011.

Next Steps

11/15...All annual non-FAMP reports for FY2012 (10/1/2011 – 9/30/2012) and Q3 CY2012 (7/1/2012 – 9/30/2012) are due to the PBM Public Law Manager.

Compliance Reminders

- Non-FAMP calculations must be rounded to two decimal places; rounding up if the 2nd decimal is ≥ 5 . Enter '0.00' if there are no reportable sales for a line item.
- Your firm must report non-FAMPs for all covered drugs, including those that have been removed from your Schedule contract for non-compliance with the Trade Agreements Act.

Continued on page 5-6



FSS FAQ: Can non-Schedule contract items be included on a task/delivery order?

Yes, under certain circumstances. In accordance with FAR 8.402(f), for administrative convenience, an ordering activity Contracting Officer may add items not on a VA FSS contract to an individual task/delivery order **only if**:

- ✓ All applicable acquisition regulations pertaining to the purchase of the items/supplies not on the VA or GSA contract have been followed.
- ✓ All clauses applicable to items not on a VA Schedule contract are included in the order.
- ✓ The ordering activity Contracting Officer has determined the prices for the items not available on a VA FSS contract to be fair and reasonable.
- ✓ The items are clearly labeled on the order as items not on a VA Schedule contract.

For questions or to learn more contact the [FSS Help Desk!](#)

Web Corner

FSS Training Center...Whether you are a vendor in the first stages of the VA Schedule process, a successful Schedule contractor, or a Federal customer, the VA FSS Service is here for you!

Through our training series designed for our contractors and customers, we seek to provide you with the tools and resources needed to help you achieve the best value for your company and the Government.

Visit the [FSS Training page](#) for access to:



- Webinar & conference Presentations;
- User guides & instructional presentations;
- Fact Sheets; and
- GSA & other training resources

Connecting with You

Fall is settling in around us. Pumpkin infused foods are ubiquitous; here in Chicago you need a winter coat, spring sweater, and an umbrella just to make it through the day; and everywhere you look, the holidays are just around the corner. Kicking off the holiday season, Thanksgiving asks us to look back on the year and give thanks for all that we have accomplished. The FSS Service has much to be thankful for this year.



Our Veterans... We are thankful for the service and dedication of our nation's heroes and the opportunity to provide them with world class healthcare supplies and services.



Our Customers... We are thankful that we can provide our VA and other Government customers with a streamlined acquisition vehicle designed to simplify purchasing of state-of-the-art healthcare products and services.



Our Employees... We are thankful for the continued commitment of our employees. We have experienced hills and valleys this year, much of it without a Director, but through it all you have surpassed our expectations.



Our Industry Partners... Lastly, we are thankful for our industry partners. Your lasting enthusiasm for the VA Federal Supply Schedule Program and the services it provides to our Veterans other Federal healthcare sources is what allows us to continue to grow and succeed.

Through a combined effort the VA FSS Service continues to provide a vehicle for access to topnotch medical equipment, supplies, pharmaceuticals, and services. We thank you for your efforts and look forward to a lasting relationship.

Happy Thanksgiving!

FSS Service



December Webinar: Commercial Sales Practices (CSP) Format

Due to the impact of Hurricane Sandy on our East Coast participants, the CSP webinar was rescheduled for Wednesday, December 12, 10am – 12pm CT. This webinar will focus on the fine points of the Commercial Sales Practices Format (CSP-1), including:

- ✓ What the CSP is and how it is reviewed;
- ✓ Annual commercial sales calculations & estimated Government sales;
- ✓ Standard commercial sales practice deviations & justifications;
- ✓ Requirements for resellers with insignificant commercial sales;
- ✓ The difference between the CSP table and proposed pricing spreadsheet.

Webinar Info

Topic: Commercial Sales Practices Format

Date: Wednesday, December 12, 2012

Time: 10:00am CT

Join the Meeting

The webinar is now open and available to those participants that have the Microsoft LiveMeeting program. This program is free of charge and can be downloaded via [Microsoft's website](#). Check with your IT department to make sure that you can access Microsoft LiveMeeting.

Once you have installed the program you can access the LiveMeeting using the following information:

[Microsoft LiveMeeting Link](#)

Meeting ID:

dd265e5301444b33964e55034bf3c104

Entry Code: 5082

The LiveMeeting will open at 9:00am CT on the day of the meeting.

Audio Information

Phone: 1.888.767.1050

Conference ID: 98681283

Email hannah.zerphey@va.gov with questions. We hope you will join us!



Around the VA:

Veteran's Day, 11/11/2012

On the 11th hour of the 11th day of the 11th month of 1918, the aggressor nations of “the Great War” declared an armistice, or temporary cessation of hostilities. Commemorated as Armistice Day in the aftermath of World War I, and now celebrated as Veterans Day, November 11th is dedicated to American Veterans, both living and dead, who served in war or peacetime.

On November 11th Americans across the country and around the world honor the family

members, friends, and community leaders that so bravely serve our country and fight to protect that which we hold dearest – democracy and freedom. To support our heroes, the VA is continuing its pursuit of increased Veteran access to VA benefits and services; elimination of the compensation claim backlog by 2015; and an end to Veteran homelessness by 2015. We take pride in the achievements of our Veterans, and as their national advocates see every day as Veterans Day.

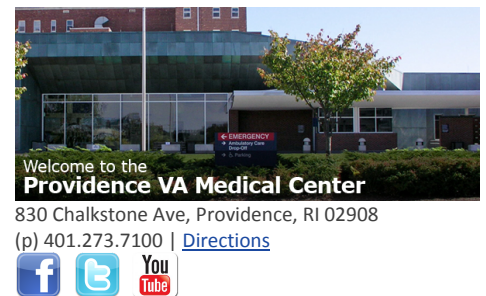
This year, on Sunday, November 11th, we hope you took a moment to remember our fallen heroes and honor those that continue to serve with courage and distinction.

Resources: <http://www.va.gov/opa/vetsday/>; <http://www.timeanddate.com/holidays/us/Veterans-day>; <http://www.history.com/topics/Veterans-day-facts>

VA Medical Center Spotlight:

Providence VA Medical Center, Rhode Island

As part of [VISN 1: VA New England Healthcare System](#), the [Providence VA Medical Center](#) (VAMC) is dedicated to providing high quality comprehensive healthcare to nearly 200,000 inpatients and 350,000 outpatients annually. With 119 authorized beds, 150 board certified physicians, and 1,038 healthcare staff, the Providence VAMC offers personalized care by a highly qualified team of healthcare professionals across [32 specialty clinics](#) located in Providence and 3 Community-Based Outpatient Clinics in Massachusetts and Rhode Island.



Research Center of Excellence

Additionally, through academic affiliations with the Brown Alpert Medical School, the Harvard School of Dental Medicine, and the University of Rhode Island, Providence VAMC is an internationally recognized clinical research facility. Areas of research include health services, dermatology, mental health treatment, pulmonary/vascular, rehabilitation, post-traumatic stress disorder, and alcoholism/drug abuse.

In June 2012, the Providence VAMC received an award from the VA of \$900,000 per year for the next 5 years to fund the newly dedicated Research Center of Excellence for Neurorestoration and Neurotechnology (CfNN). The CfNN will advance research in advancing research in psychiatric and neurological conditions, as well as limb loss.

Acquisitions

Find healthcare related acquisitions from this facility on [FedBizOpps](#), and learn about the [VA's Forecast of Contracting Opportunities!](#)

Did You Know...November is National Native American Heritage Month!

Serving Our People, Serving Our Nations: Honoring Those That Served Our Country

November 2012 marks National Native American Heritage Month with Native American Heritage Day celebrated on November 23, 2012. This month we celebrate the profound impact American Indians and Alaskan Natives have had in shaping the character and cultural heritage of our nation. As President Obama recently proclaimed, "This month, we celebrate and honor the many ways American Indians and Alaska Natives have enriched our Nation, and we renew our commitment to respecting each tribe's identity while ensuring equal opportunity to pursue the American dream."



Resources: http://www.census.gov/newsroom/releases/archives/facts_for_features_special_editions/cb12-ff22.html; <http://www.whitehouse.gov/the-press-office/2012/11/01/presidential-proclamation-national-native-american-heritage-month-2012>

In the News (cont'd from pg. 1)

To support this mission, the National Acquisition Center's [Contingency Contracting Division \(CCD\)](#) is responsible for providing facility maintenance, contingency contracting, acquisition and purchasing support to the VA and other customer organizations. CCD acquisition include, but are not limited to pharmaceuticals, medical supplies & equipment, distribution services, emergency vehicles, fuel, transportation, minor construction, facility maintenance, non-personal services, security, and inventory support for federal healthcare and emergency support agencies.

Contact [Katherine McClendon](#), Chief Contingency Contracting Division, for more information about this program; and keep [up-to-date](#) with the VA's relief efforts!

Training Center (cont'd from pg. 2)

- All new covered drugs that reach the Permanent FCP stage must be reported in a separate email from the annual report.
- Flu vaccines are not included in the Excel spreadsheet you received from PBM.
- If your firm discovers that it is not in compliance with some aspect of Public Law 102-585, you must notify the VA immediately.

11/16...PBM will begin calculating the non-FAMP changes, additional discounts, and the 2013 FCP. Upon completion, these calculations will be forwarded to your firm. You will have two (2) business days to dispute or resubmit calculations to PBM, OGC, and OIG.

12/01...An authorized signatory of your firm (who signed the 2012 PPA addendum, or authorized successor), must prepare and sign a [new PPA addendum](#), listing each covered drug and its 2013 FCP.

12/05...To incorporate updated pricing into your FSS contract, your firm must submit a properly prepared modification request. There are a few things to keep in mind when preparing your RFM:

1. *Product Deletions* – There must be zero products available in the Government prime vendor distribution network before we will consider a request to delete products from your contract.
2. *Price Reductions* – To request a new voluntary, temporary price reduction with an effective date of January 1, 2013, you must complete and submit a separate price decrease modification request and state your intent to offer a new temporary price reduction in your PL 102-585 RFM submission email.

We will not accept requests for new voluntary, temporary price reductions or product deletions submitted using the PL 102-585 2013 Pricing Update RFM package. Access the applicable 65IB RFM forms on the [FSS Mod Forms page](#).

Reminders

- ✓ Completed PL modification requests are due no later than December 5th. Changes to the price proposal spreadsheet received after this time, or modification requests submitted with missing and/or inaccurate information may result in a modification effective date later than January 1, 2013. Your firm may be required to honor the updated 2013 FCP calculations if these recalculations result in a lower price than currently awarded under your VA Schedule contract.
- ✓ To ensure timely response and processing, do not send any PL related correspondence or mod requests to your assigned contract specialist or the FSS Help Desk.

Questions? All PL related questions must be sent to the FSS PL Core Team, ammhinplcoreteam@va.gov.

PL RFM Requests. All PL modification requests must be submitted to vafssmods@va.gov.

Customer Training Center: VA Specific Priorities of Use for Government Supply Sources

In accordance with [VAAR 808.002, Priorities of use of Government supply sources](#), VA ordering activities must consider the acquisition sources in the priority listed before buying a specific product or service.

- | | | | | |
|--|---|----------------------------------|--|--|
| 1. Agency Inventory (Supply Fund Stock & VA Excess) | 2. Other Agency Excess | 3. Federal Prison Industries | 4. AbilityOne (if on the procurement list) | 5. Wholesale Supply Sources |
| 6. NAC National Committed Use Contracts (not associated with a FSS Contract) | 7. Mandatory VA FSS Contracts (FSC 65 & 66) | 7a. National BPAs | 7b. Multi/Single VISN BPAs | 7c. FSS Contracts w/out a BPA |
| 8. Optional Use VA FSS Contracts (FSC 621) | 9. IDIQ Contracts for supplies not covered by the national committed use contracts or FSS contracts | 9a. VISN/Regional IDIQ Contracts | 9b. Local IDIQs | 10. Open Market Purchases & Commercial Sources |

Upcoming Events

November 6 [FSS/SPH Supplier Show](#) VISN 20, Seattle, WA

November 14 [FSS Customer Training Webinar: Small Business Subcontracting Plans](#) Small Business Subcontracting Plan Holders only

November 14 – 15 [FSS/SPH Supplier Show](#) VISN 6, Richmond, VA

November 20 [FSS Customer Training Webinar: 2013 PL 102-585 Pricing Updates](#) 65IB 42-2A Schedule contract holders only

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For more information, check out the [FSS Calendar of Events!](#)

Useful Web Links

[FSS Web Portal](#)

[Contact Us](#)

[Customer Survey](#)

[Resource Library](#)

[VA Schedule Programs](#)

[Training](#)

[FSS Contractors](#)

[Sales Reports & IFF](#)

[Modification Request Forms](#)

[FSS Customers](#)

[Priorities of Use](#)



New Contracts & Extensions

View a complete listing of contracts that were [awarded](#) or [extended](#) in October 2012!

Visit the [NAC Contract Catalog Search Tool \(CCST\)](#) or [GSA eLibrary](#) to obtain pricing information for these and all VA FSS contracts. For questions, comments, or to learn more about the VA FSS program contact the FSS Help Desk:

Monday – Friday 7:30am – 3:30pm

(e) helpdesk.ammhinfss@va.gov

(p) (708) 786-7737

VA NAC Federal Supply Schedule

Address: PO Box 37, Bldg 76

1st Avenue, One Block North of 22nd Street
Hines, IL 60141

Phone: (708) 786-7737

Fax: (708) 786-5828

Email: helpdesk.ammhinfss@va.gov

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

Customer Survey: <http://www.va.gov/nac/customersurvey/>