



# Department of Veterans Affairs

NCO 7 Small Business Program  
Serving the states of  
Alabama, Georgia, & South  
Carolina



# Agenda

- VA Organizational Structure
- Who We Are
- What We Purchase
- How You Can Help Us
- Important Websites

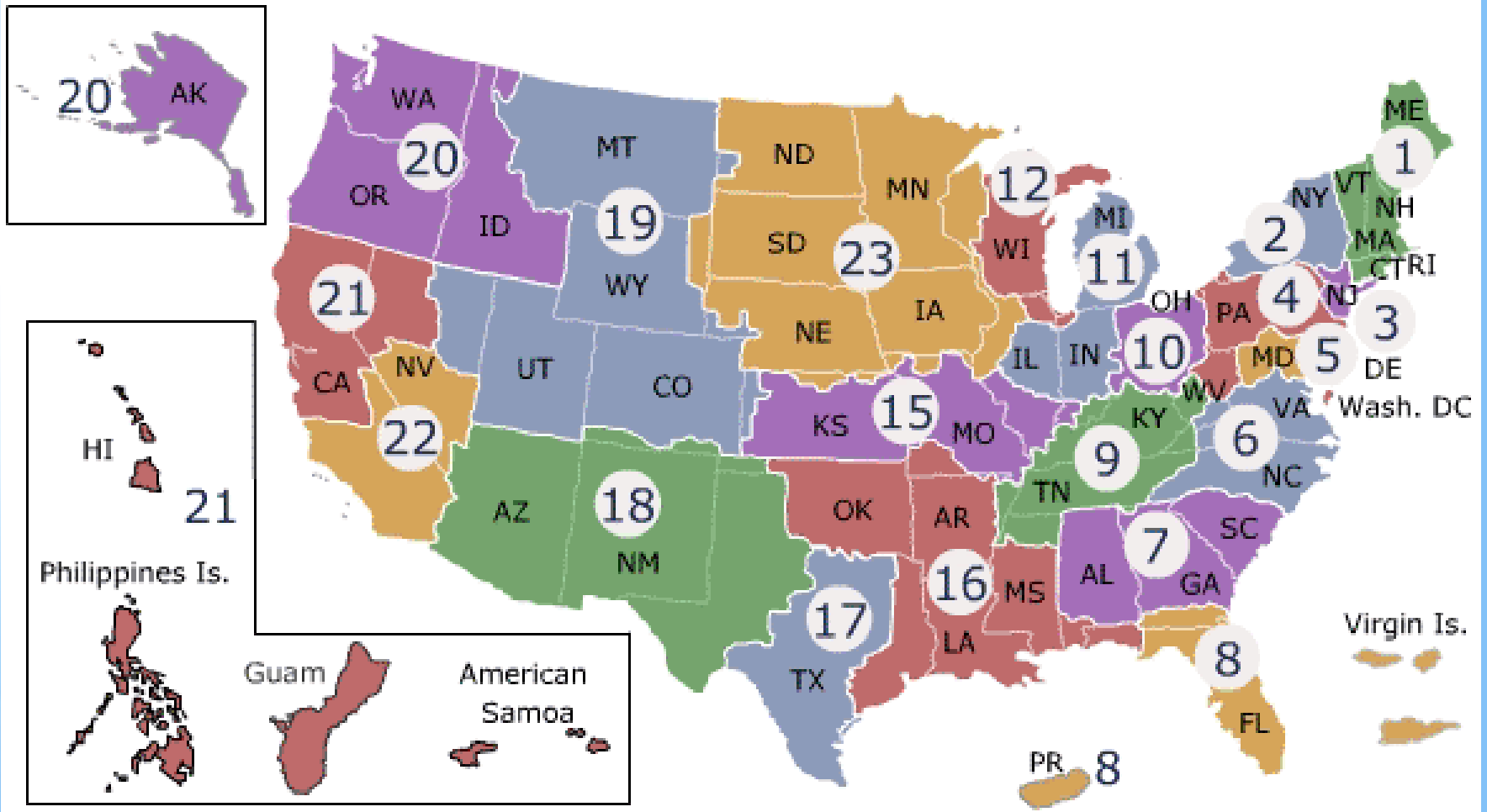


# VA Organizational Structure

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

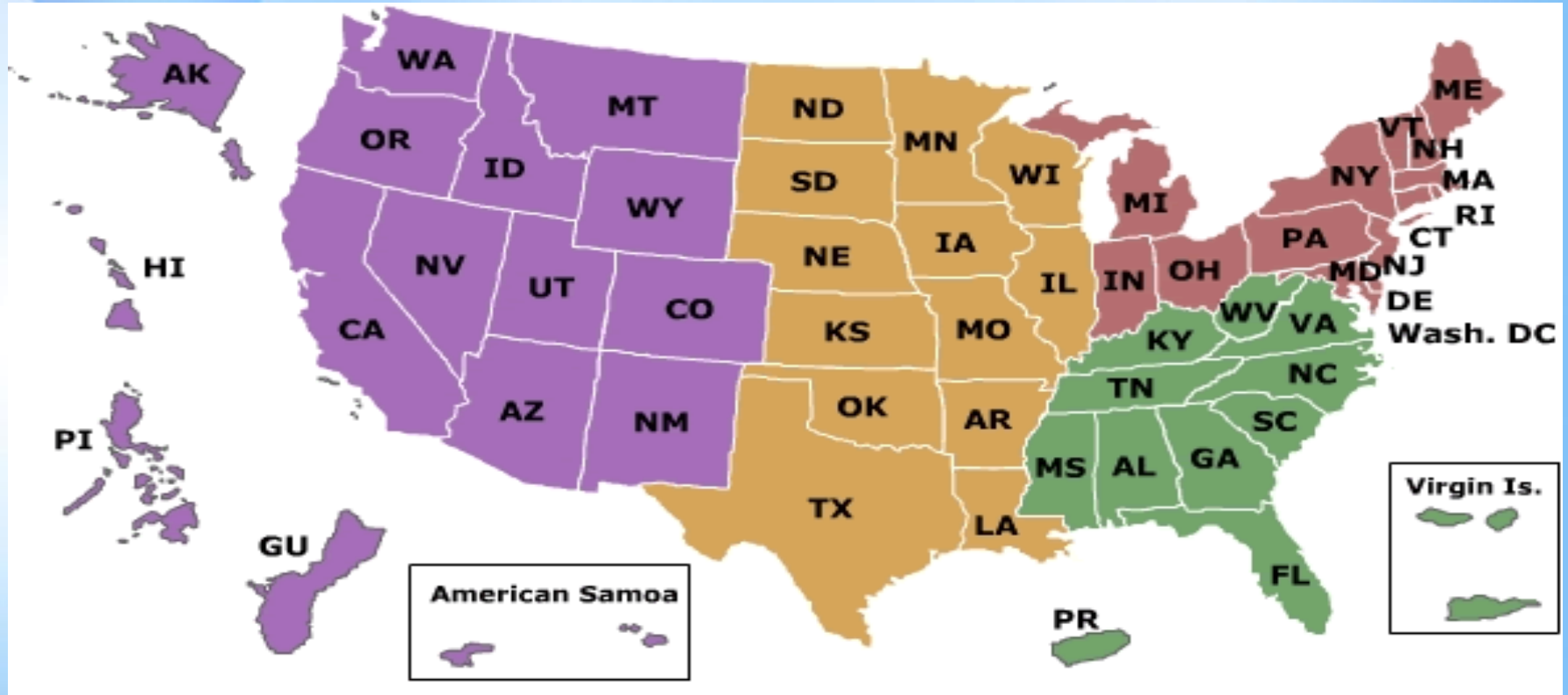


# VA Health Administration





# VA Benefits Administration



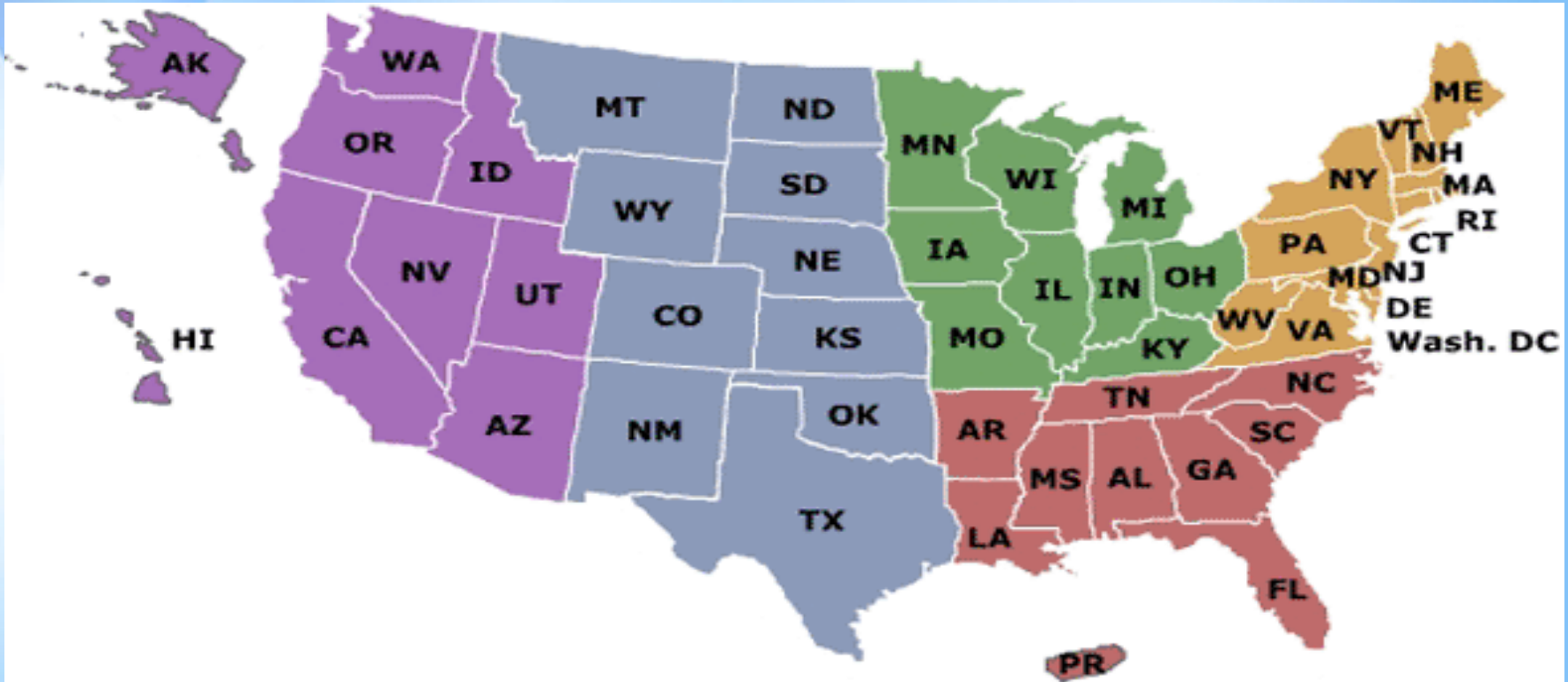
## Area Offices:

- [Eastern Area Office](#)
- [Southern Area Office](#)
- [VA Central Area Office](#)
- [Western Area Office](#)





# National Cemetery Administration

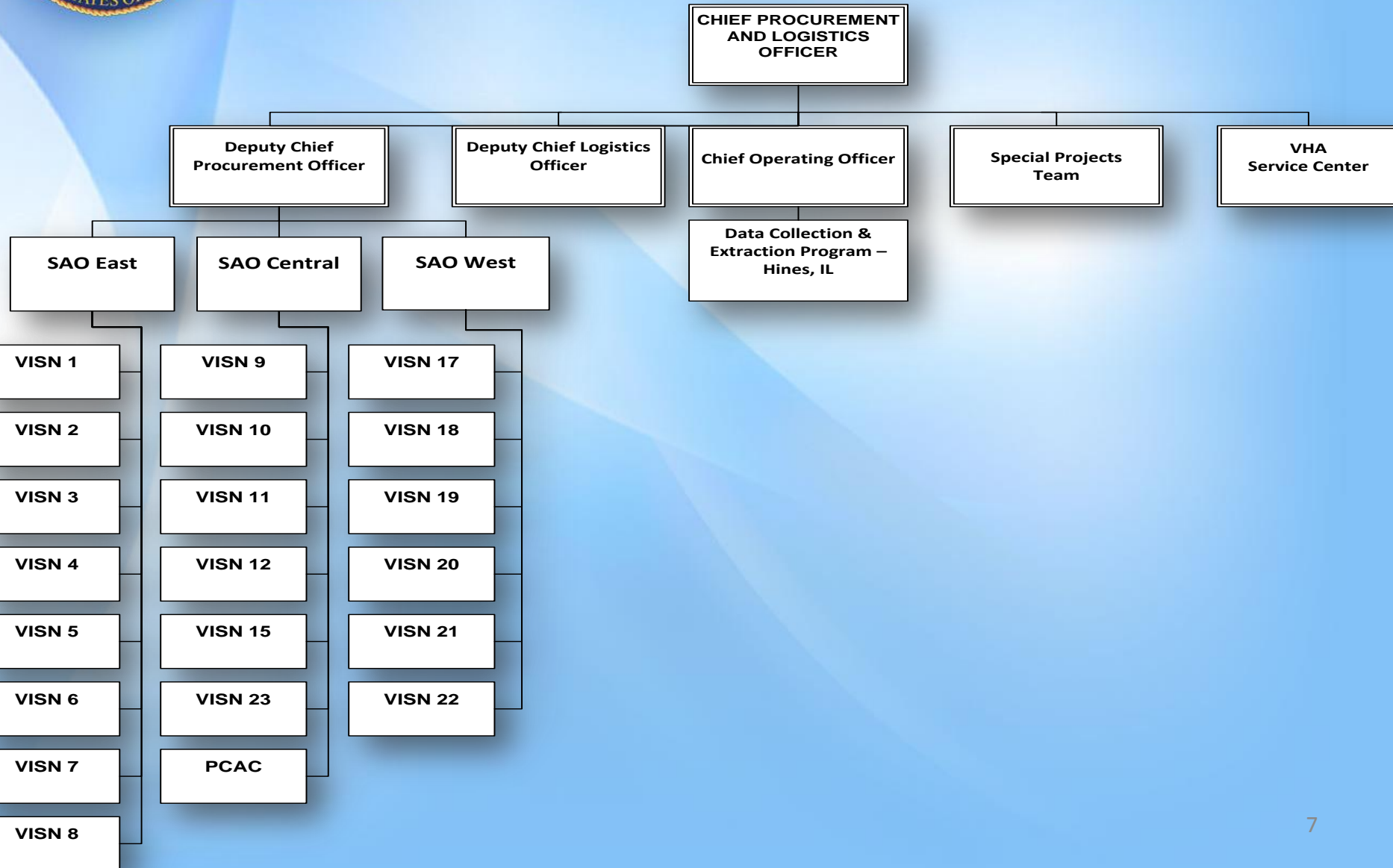


## Memorial Service Networks:

- Atlanta Memorial Service Network
- Denver Memorial Service Network
- Indianapolis Memorial Service Network
- Oakland Memorial Service Network
- Philadelphia Memorial Service Network



# VA Org Chart





## Who We Are NCO 7

- The Veterans Integrated Service Network (VISN) 7 Network Contracting Office 7 (NCO 7) is part of the VISN 7 Office which is physically located in Duluth, GA. VISN 7 is part of the U.S. Department of Veterans Affairs, VA Southeast Network. The VA Southeast Network consists of VA Medical Centers, Community Based Outpatient Clinics, Nursing Home Care Units, and Domiciliary in Alabama, Georgia and South Carolina. The Network Contracting Office provides contracting support to those facilities. Contracting Officers are located at each of the VA facilities throughout the three state areas. The Network Contracting Office is led by the Network Contract Manager who is physically located in Duluth, GA. The NCO is comprised of 8 Site Teams and 3 specialized contracting teams.





# NCO 7





# NCO 7 Contracting Teams

• **8 Site Team** - Provides contracting support for: Services (i.e. Utility, Consultant, Transportation, Facility Upkeep, Maintenance & Repair, Chaplain, Valet Parking, etc), Commodities (Medical Supplies and Equipment, Prosthetics (artificial limbs, devices, etc), and Pharmacy. These teams will only support the Medical Center they are physical located to include any Outpatient Clinics, Nursing Homes, and Domiciliary that may be in the area.

• **Medical Services Team** - Provides contracting support for: Scarce medical and locum tenens; medical sharing (affiliations); consultant contracts; medical support services; medical service personnel (nurses, pharmacists, etc.); nursing homes; adult day care; homeless rehab contracts; home health nurses, aides, homemakers; vocational rehab contracts; CBOC contracts; revenue generation contracts/agreements; VA/DoD sharing agreements; CMOP support services; home and home oxygen contracts. This team supports all the Medical Centers, Outpatient Clinics, Nursing Homes, and Domiciliary within VISN 7.



# NCO 7 Contracting Teams Cont.

- **Leasing Team** - Provides contracting support for: Real Property Leases and build out on leased facilities performed by the lessor. This team supports all the Medical Centers, Outpatient Clinics, Nursing Homes, and Domiciliary within VISN 7.
- **Construction Team** - Provides contracting support for: Architect/Engineer; Construction, build out to leased space done by the VA; equipment installs or site preps which are not part of the equipment buy. This team supports all the Medical Centers, Outpatient Clinics, Nursing Homes, and Domiciliary within VISN 7.
- **In Georgia** - Teamed with Emory School of Medicine, and Morehouse School of Medicine



# What We Purchase

- Pharmaceutical, Medical, and Surgical Supplies
- Equipment, Supplies, and Materials for facility operations from light bulbs to cleaning supplies
- Maintenance and Repair of Medical & Scientific Equipment
- Prosthetic and Orthopedic Aids
- Administrative and Medical Staffing Services
- Construction, Maintenance, and Repair such as painting, plumbing, electrical, flooring, HVAC, etc





# VA Central Office

- Acquisition & Logistics (OAL):
  - \*National Acquisition Center
    - Business Resource Service
    - Denver Acquisition & Logistics Center
    - National Contract Service
    - VA Federal Supply Schedule
- Office of Acquisition Operations (OAO)
  - \*Acquisition Services
  - \*Strategic Acquisition Center
  - \*Technology Acquisition Center





# VA Central Office

- Construction & Facilities Management (CFM)
  - \*VA Major Construction including Medical Centers & Cemeteries
  - \*Lease Acquisition
  - \*Architect/Engineer Services



## How VA Acquires IT

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

**VA Technical Acquisition Center (TAC Office):**  
Email [TAC@va.gov](mailto:TAC@va.gov) for Contract Opportunities



# VA Hierarchy of Small Business Programs

(Open Market Acquisitions)

**Service-Disabled Veteran-owned small businesses\*\*\***

**Veteran-owned small businesses\*\*\***

**HUBZones, WOSBs and 8(a) SBs**

**All others (including general small business)**

**\*P.L. 109-461 \*\*\* Verified by VA**



# How can you help us?

- VA Needs Companies who are:
  - Familiar with the VA project environment
  - Already possess VA credentials or are at least positioned to be cleared quickly
  - Competent in appropriate technologies and methodologies



# Improve Your Chances

- Service-Disabled Veteran-Owned Verification
- Veteran-Owned Verification
- 8(a) Certification [www.sba.gov/content/8a-business-development](http://www.sba.gov/content/8a-business-development)
- HUBZone Certification [www.sba.gov/hubzone](http://www.sba.gov/hubzone)
- Federal Supply Schedule (FSS) Contract
- Accept Purchase Cards
- Competitive Pricing
- Take Advantage of Marketing Assistance





# Important Web Sites

- VA OSDBU: [www.va.gov/OSDBU](http://www.va.gov/OSDBU) \*\*\*
- Watch [www.fbo.gov](http://www.fbo.gov) (FedBizOpps) for Specific Opportunities
- FedBid: [www.fedbid.com](http://www.fedbid.com) for Specific Opportunities
- CVE: [www.vip.vetbiz.gov](http://www.vip.vetbiz.gov)
- Forecast of Contracting Opportunities (FCO)
  - <https://www.vendorportal.ecms.va.gov/eVP/fco/FCO.aspx>
- VAI2 Program: <https://www.va.gov/vai2>
- VOA : <https://www.voa.va.gov>
- SAM : [www.sam.gov](http://www.sam.gov)
- Procurement Technical Assistance Office: [www.aptac-us.org](http://www.aptac-us.org)
- Small Business Administration: [www.sba.gov](http://www.sba.gov)



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**[www.va.gov/osdbu](http://www.va.gov/osdbu)**



# Questions

