

# Acquisition Update

Your Source For Federal Health Care Contract Information

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We would like your comments! What topics do you want covered? What information do you want to see? Please contact:

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## *The Service-Disabled Veterans Executive Order*

*By: Scott Denniston, Director, Office of Small & Disadvantaged Business Utilization*

There have been important developments on the Service-Disabled Veteran-Owned Small Businesses (SDVOSB) front since my column in the October/December 2004 edition of the *Acquisition Update*.

On October 20, 2004, President George W. Bush issued Executive Order (E.O.) 13360, the Service Disabled Veteran Executive Order.

The principal reason for the Executive Order is to further Federal contracting with SDVOSBs and enhance the accomplishments of Federal departments and agencies under Public Law 108-183, the Veterans Benefits Act of 2003. The Honorable Gordon Mansfield, Deputy Secretary of Veterans Affairs, has been designated under the Executive Order as VA's senior official responsible for its implementation in VA. VA contributed to the development and writing of the E.O. – the Deputy Secretary has referred to this as “VA’s Executive Order.”

VA has developed a proactive and aggressive implementation strategy that the Deputy Secretary approved on February 11, 2005. The plan has been submitted to the Office of Management and Budget

and to the U.S. Small Business Administration, as required. A copy of the implementation strategy is available for review and downloads at the following URL address:

<http://www.vetbiz.gov/library/VAsstrategy.pdf>.

I encourage everyone to review this important E.O. and VA’s implementation strategy. This information has been made available via the web and other means of distribution to the SDVOSB community. SDVOSBs are well versed in the requirements of E.O. 13360 and the implementation strategies at the various departments and agencies. We hope our acquisition professionals will be fully prepared to discuss these documents with SDVOSBs, as we expect these businesses may attempt to ascertain VA’s commitment in this area. One way to gauge VA’s commitment is through discussions with contracting officers and other logisticians. Feedback we received from SDVOSBs and Veteran-Owned Small Businesses (VOSBs) when the Secretary’s VOSB & SDVOSB Task Force Report was released was not particularly positive. Many questioned VA’s

commitment because when they approached contracting activities to discuss opportunities and the report's goals and recommendations, they were told by VA personnel that they had never heard of the task force report. Becoming acquainted with the Executive Order and implementation strategy is a good idea and could save you from potential embarrassment when SDVOSBs bring this up for discussion.

The approved implementation strategy is the collective outcome of numerous meetings with VA officials, service organizations, SDVOSB advocates and officials from other departments and agencies that have worked very hard to ensure everything that can be done for SDVOSBs will be done.

Some of the highlights from the implementation strategy include:

- ✓ Incorporating SDVOSB and VOSB socioeconomic goals in performance plans of executives, managers and any employees who influence or are involved in the acquisition process
- ✓ Recognizing outstanding accomplishments and contributions of Contracting Officers (COs) to achieving and exceeding VA's SDVOSB socioeconomic goal
- ✓ Ensuring Heads of Contracting Activities (HCA) and COs include achievement of the statutory 3 percent SDVOSB goal in advance procurement plans and their Forecasts of Contracting Opportunities
- ✓ Requiring written justification by the HCA for each acquisition not using SDVOSB set-aside or sole source authority when sources are available
- ✓ Requiring VA contracting activities to host at least one SDVOSB/VOSB outreach event annually and to support requests from OSDDBU and VA's Center for Veterans Enterprise (CVE) to attend local outreach events sponsored by other organizations
- ✓ Encouraging contracting officers to consider SDVOSB Federal Supply Schedule (FSS) contractors first when using the FSS Program

- ✓ Requiring extensive use of source sought notices as a tool for acquisitions not reserved for SDVOSB set-aside or sole source award

The approved implementation strategy will also require numerous changes to the Veterans Affairs Acquisition Regulations (VAAR), establishment of a mentor/protégée program, strengthening and providing subcontracting opportunities for SDVOSBs and update VA's Acquisition Training Program (ATP) level courses to include training on the requirements of Public Law 108-183 and Executive Order 13360.

After Deputy Secretary Mansfield approved the implementation strategy, he directed establishment of a work group chaired by OSDDBU to begin implementation. The work group is meeting weekly in VACO and the Deputy Secretary has asked for a weekly update on the work group's progress.

I believe that with a little bit of effort, VA can be the first major Department to achieve the 3 percent goal in FY 05. I ask you to review all requirements for the next six months; use [vetbiz.gov](http://vetbiz.gov) and sources sought notices, survey Federal Supply Schedules, contact CVE and match opportunities with qualified SDVOSBs. We owe our SDVOSBs nothing less!

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### ***Veteran-Owned Small Business Awards***

The National Acquisition Center Federal Supply Schedule (FSS) Service is making great progress in its outreach efforts to expand FSS contracting opportunities for veteran and service connected disabled veteran-owned small businesses. FSS currently has 108 veteran-owned small businesses under the various schedules and proposals received are increasing continually. Twenty-five new awards were made during FY 2004, representing a 6 percent increase compared to FY 2003. The total percentage of FSS veteran-owned businesses is 7 percent, with reported annual sales of \$39,719,791.22.

Much of the successful increase in FSS contracting opportunities can be attributed to a greater outreach effort from VA medical center contracting officers, VISNs, and FSS contracting officer participation in various conventions and conferences. Continued targeted marketing to the veteran business community will add to this rising success.

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## ***VA Moves Forward with Mandatory Medical/Surgical Prime Vendor Program***

The VA Office of Acquisition and Materiel Management National Acquisition Center (NAC) awarded on January 20, 2005 six contracts under VA's National Medical/Surgical Prime Vendor Program (MSPV) for the distribution of medical and surgical products to all VA medical centers. The contracts are mandatory for VA and include a contract period of 20 months plus two, 20-month options. Contracts will expire on April 19, 2010, if both options are exercised.

*What is a prime vendor program?* A prime vendor program is a distribution system whereby a commercial distributor within a geographic region serves as the major provider within a geographic region of a broad range (breadth and depth) of medical/surgical and related products required by medical centers in their everyday operations. Prime vendors are responsible for keeping adequate inventory levels of the products required by medical centers and for the delivery of products directly to medical centers on the next-scheduled business day.

A mandatory MSPV program is expected to reduce various logistics and supply management costs and will result in consistencies and efficiencies of scale within VA. Specifically, the program will provide the following benefits:

- ✓ **Supply Chain Efficiencies** – Frequent deliveries will result in a reduction in inventory carrying costs, warehouse space and inventory levels, while enhancing inventory turnover.
- ✓ **Accountability Controls** – With electronic inventory and ordering capabilities, VA facilities will be better able to analyze purchase history and more accurately identify buying patterns. On a national basis, this valuable procurement history will allow VA to identify open-market patterns, products for inclusion under national contract standardization programs and identify accurate and verifiable sales history.
- ✓ **Reduction in Administrative Costs** – A mandatory MSPV program will reduce the number of orders to multiple contractors resulting in a reduction in costs for order processing and invoices payments. Electronic ordering, order

confirmation, and invoice payment via electronic funds transfer will reduce personnel administrative time and the costs currently incurred under VA's manual system.

Prime vendors will receive payment from VA facilities in the form of the prime vendor distribution fee awarded by their prime vendor contract, plus the Federal Government (i.e., FSS, National Standardization, VISN and/or local contract) contract product price. Medical centers are responsible for identifying to their respective prime vendors the products to be used by their facilities on a recurring basis. Prime vendors are required to service medical centers with these identified products. The medical/surgical and related products must be covered by FSS, VA's National Standardization, VISN and/or individual VA medical center contracts. Open market items are not covered by the prime vendor program.

Contract price changes for FSS and National Standardization contracts are maintained by the National Acquisition Center in a database at <http://www1.va.gov/oamm/nac/ncs/mspv.htm>. The NAC updates the database on the 1<sup>st</sup> and the 15<sup>th</sup> of each month and medical centers should access the database to determine up-to-date product pricing information.

Following are the prime vendors awarded contracts on VA's Medical/Surgical Prime Vendor Program:

**American Medical Depot**  
(Geographic Coverage: VISN 8)  
4380 NW 135<sup>th</sup> Street  
Miami, FL 33054

**Borschow Hospital & Medical Supplies, Inc.**  
(Geographic Coverage: San Juan, Puerto Rico)  
P. O. Box 36621  
San Juan, Puerto Rico 00936

**Buffalo Hospital Supply Company, Inc.**  
(Geographic Coverage: VISN 2)  
4039 Genesee Street  
Buffalo, NY 14225

**Cardinal Health 200, Inc.**  
(Geographic Coverage: VISNs 3-7; 9-12; 15-22;  
Hawaii & Alaska)  
1430 Waukegan Road  
McGaw Park, IL 60085

## The Claflin Company

(Geographic Coverage: VISN 1)

465 Warwick Industrial Drive  
Warwick, RI 02886

## Kreisers, Inc.

(Geographic Coverage: VISN 23)

2200 West 46<sup>th</sup> Street  
Sioux Falls, SD 57105

Questions concerning the MSPV program may be directed to Maria Ramirez, (708) 786-5181 or [Maria.Ramirez@med.va.gov](mailto:Maria.Ramirez@med.va.gov), or Tim Richards, (708) 786-4959 or [Timothy.Richards@med.va.gov](mailto:Timothy.Richards@med.va.gov).

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## On The Green

*Buy Bio! U.S. Department of Agriculture (USDA) Publishes Final Rule on the Biobased Procurement Program*

On January 11, 2005, the USDA published a final rule in the Federal Register establishing the process that it will use to designate products eligible for the Federal Biobased Products Preferred Procurement Program (FBP4). The program, mandated by Section 9002 of the Farm Security and Rural Investment Act of 2002, creates preferences for Federal procuring agencies to purchase products with biobased content, unless it is unreasonable to do so based on price, availability, or performance. During the next 3 years, the USDA will issue a series of proposed rules that will designate specific items for program eligibility. Federal agencies are required to develop or amend their affirmative procurement programs to provide for the purchase of biobased products by January 11, 2006. The USDA is developing an affirmative procurement plan to serve as a model for Federal agencies and is working with the Office of Federal Procurement Policy to amend the Federal Acquisition Regulation to incorporate the biobased purchasing requirements. VA Directive and Handbook 0052, Affirmative Procurement, Recycling, and Waste/Pollution Prevention Programs, include a placeholder for the purchase of biobased products and will be updated to provide additional guidance regarding their purchase. To learn more about the FBP4 and to view the proposed list of biobased items, visit <http://www.biobased.oce.usda.gov>.

The following article appeared as a two-page spread in the March/April issue of the *GSA MarkeTips* magazine, which focused on the environmental aspects of procurement. Thanks go to Steve Thomas and Ron Comtois at the Department of Veterans Affairs (VA) National Acquisition Center for bringing VA's "green" purchasing initiatives to the attention of the Federal acquisition and contracting community.

### *Greening the VA*

How does the VA help contracting officers and purchasing agents in the field to be proactive and committed to a program which helps assure a healthy environment?

It's simply green! By promoting pollution prevention, energy efficiency, acquisition of environmentally-preferable products and services, and then applying the "Three R's" of waste prevention and management: Reducing, Reusing, and Recycling.

The Department of Veterans Affairs, Office of Acquisition and Materiel Management's (OA&MM) Environmental Affairs - Greening VA web site, <http://www1.va.gov/oamm/recycle/index.htm>, features helpful web-links to assist Federal contracting officials in making sound environmental contracting decisions. Specifically, the interactive site highlights the environmental programs available for Federal contracting employees and the various regulatory guidance they need to be environmentally aware procurement officials.

In addition to its Environmental Affairs – Greening VA website, here are some other ways that OA&MM's Environmental Affairs Program conducts environmental outreach and education:\*

- VA Intranet Broadcast Messages
- Electronic Mail Groups
- VA Information Letters
- National Conference Calls
- “**On the Green**” Column in the *VA Acquisition Update* Newsletter (new)
- Environmental Display
- Annual Environmental Events (Earth Day, April 22; America Recycles Day, November 15)
- National audio conference compliance training on the Section 6002 Resource Conservation and Recovery Act Annual Survey

- Environmental Compliance/Affirmative Procurement Presentations at Materiel Management Seminars
- Green Purchasing Seminars
- Access to computer-based training, “What is Green Purchasing, Anyway?”, on the Office of Personnel Management’s Go Learn Web Site ([www.golearn.gov/MaestroD/](http://www.golearn.gov/MaestroD/))
- Informational Brochure on Green Purchasing (available at <http://www.ofee.gov/gp/gp.htm>)
- EARTH EXPO – Green Trade Shows
- VetBiz, new VA database of Veteran-owned and Service disabled Veteran-owned businesses ([www.vip.vetbiz.gov](http://www.vip.vetbiz.gov))

The VA OA&MM Environmental Affairs Program is managed by Ms. Barbara Matos, an Environmental Program Specialist, who can be contacted by e-mail at [barbara.matos@va.gov](mailto:barbara.matos@va.gov), or telephone (202) 273-6121. Her focus is to inform the field on ways to promote “**Greening**” initiatives while maintaining contracting goals and providing the best for our Nation’s veterans.

For more information on the VA “**Greening**” program, efforts, and guidance, please go to <http://www1.va.gov/oamm/recycle/index.htm>.

\* OA&MM is working with the Department of Health and Human Services to develop a Federal Environmental Management Desk Reference (FEMDR) on “Know Net,” the electronic logistics training and support network. The FEMDR will include modules on regulatory compliance, stewardship, policies, and best practices in meeting Federal “green” purchasing requirements.

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## ***Small Business Awards***

### **Staffing Services Award**

***Advance Placement Travel, Inc.***, a small, woman-owned business, was awarded contract **V797P-7004a**. The company provides general and specialized nurses and surgical technologists. The contract is effective April 1, 2005 through March 31, 2010.

### **Medical Equipment/Supplies Awarded**

Contract **V797P- 4783a** was awarded to ***Surgical Visions International***, a small, woman-owned, disadvantaged business, providing maintenance and

repair services for endoscope equipment. The contract is effective February 4, 2005 through February 3, 2010.

A contract for a unique patient transfer device, designed primarily for bariatric patients, was awarded to ***Hovertech***, a small business. The device is an inflatable mattress that effortlessly lifts and transfers patients of any weight. The contract, **V797P-4784a**, is effective February 15, 2005 through February 14, 2009. The A complete system costs around \$3,500 and is a first-of-its-kind offering under FSS.

### **Pharmaceutical Product Award**

Under the National Contract Service Pharmaceutical Standardization Program, contract **V797P-9144** for Atenolol tablets was awarded to ***Able Laboratories***, a small business. Atenolol tablets are used for anti-anginal, anti-arrhythmic, anti-hypertensive, anti-migraine, and beta adrenergic blocker treatments. The value of the contract is \$11,892,648 (base year and 4 option years) with a cost avoidance of \$3,952,310 the first year. The contract is effective January 21, 2005 through January 20, 2006.

### **Other Awards**

A contract for video phones was awarded to ***KEMA Corp.***, a service disabled, veteran-owned small business. The contract number is **V7979P-9146** and is effective March 14, 2005 through March 13, 2006 with four option years.

Two Blanket Purchase Agreements (BPA) were awarded to small businesses, replacing previously standardized BPA agreements. The two BPA(s) for medical/surgical supply products include ***sterilization indicator sealing tape (V797P-2072)*** and ***carbon steel surgical blades (V797P-2073)***. The BPA period for the sterilization indicator sealing tape is May 18, 2005, through May 17, 2010 and the BPA period for carbon steel surgical blades is May 1, 2005, through April 30, 2010.

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A good leader inspires others with confidence in him; a  
great leader inspires them with confidence in  
themselves....*Unknown*



## ***US Department of Veterans Affairs Mid-Atlantic CASU***

*Cooperative Administrative Support Unit (CASU)* is a Federal entity created by the President's Council on Management Improvement (PCMI), Executive Order 12479. CASU is designed to implement private sector business methodologies to help in the development of a more cost efficient government.

The Mid-Atlantic CASU provides a variety of high quality administrative services at the lowest possible price. We meet this goal by consolidating procurement management under one host agency and by opening the "Federal Door" for our service providers. The Mid-Atlantic CASU strives to be the "Best in the Business" by creating a customer friendly atmosphere, taking advantage of new technology, and using innovative business techniques.

The Mid-Atlantic CASU, headquartered in New York, has several offices and is global in scope. Therefore, we are authorized to service any government agency and installation worldwide.

Accessing our services is as easy as 1-2-3:

1. Look over the program and decide what service(s) would best suit your needs;
2. Complete the "request form" and Franchise Agreement (FA);
3. Inform us of your preferred payment method.

The Mid-Atlantic CASU is designed to be customer friendly and easy to access. Remember, this is not a formal contract rather an interagency agreement. There are no "sign up" fees and your agency can access our contracts on an "as needed" basis.

We are always interested in assisting government agencies with all of their administrative needs. If your agency has a need that is not listed please contact Diana Casale, Executive Director, at (212) 264-CASU (2278) or [diana.casale@mail.va.gov](mailto:diana.casale@mail.va.gov) and we will do everything we can to accommodate you.

### *Service Highlights:*

- ✓ **National Copier Program**
    - Choice of Vendors (Canon, OCE, Ricoh, KonicaMinolta, KyoceraMita, Xerox)
    - Customized Copier Program that best suits your needs.
    - Choice of Program (Cost Per Copy, Flat Rate, LTOP, Purchase).
    - Variety of equipment and accessories to choose from.
    - Terms 1 year – 5 years.
    - Ability to see demos of equipment before making a decision.
    - Maintenance, Training, Installation, and Supplies includes.
    - **Contact M. Elyse Ferry**  
(202) 273-7489  
[elyse.ferry@mail.va.gov](mailto:elyse.ferry@mail.va.gov)
  - ✓ **Administrative Staffing/Project Support**
    - Ability to obtain professional qualified private sector employees
    - Flexible Term
    - Various Positions
    - National Reach
    - Ability to review resumes and qualifications
    - Follows the Service Contract Act – US DOL
    - **Contact Catherine Sullivan**  
(212) 264-9362  
[catherine.sullivan@mail.va.gov](mailto:catherine.sullivan@mail.va.gov)
  - ✓ **Bulk Paper (Recycled)**
    - Ability to order in various quantities at discounted pricing;
    - Paper will meet Government Standards.
  - ✓ **Toner Cartridges**
    - New or Recycled Toner;
    - Products for various types of equipment.
    - **Contact Louis Wilkinson**  
(212) 264-2799  
[louis.wilkinson@mail.va.gov](mailto:louis.wilkinson@mail.va.gov)
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# Paradigms of Success

By: Howard Swartzman, Acquisition Resources

Just whose puck is it anyway? My youngest son went through this year's regular hockey season as what might be described as an average player. In spite of the fact that during regular season practices he was invariably one of the biggest and fastest skaters on the ice, when it came time for a game, his performance was less than stellar.

I know what you may be thinking, just another parent with unrealistic expectations for their child. But, my expectations were not rooted in how I wanted to see my son perform but in how I knew my son could perform. The obvious distinction being what he, not what I, could control.

As we entered tournament season, I was confident that my son would be able to improve his performance if only he would view his own goals and expectations in a new light. At one recent tournament, my son's team found themselves in the championship round. These kids had worked very hard in the preceding qualifying games to get to the finals. Just prior to the game, I sat down with my son and told him the following, "Isaac, that puck belongs to your team, the other team has no right to have it. When you're out on the ice and the other team has the puck, they have your puck. It belongs to you, and your job is to take it back."

It has been said that if a goal is expressed as everybody's job it will soon become nobody's job. Teams can accomplish great things, and when individual team members are provided with clear goals and empowered to act they can accomplish great things.

Sometimes, however, we find ourselves in a team environment or situation where the goals and expectations for each member is not clearly defined or conveyed, or perhaps leadership fails to empower team members to perform up to their capabilities to reach a goal. When team members are not provided with clear goals or do not feel empowered, they may quickly become just another dysfunctional organization with less than stellar performance.

Oh, you want to know what happened in the championship game? Well, the teams were tied 2-2 after regulation time. That forced an overtime period. The teams were still tied 2-2 after overtime.

That forced a five-man shootout. The teams were still tied 2-2 after the five-man shootout. That forced a sudden death shootout. Okay, that's enough; we lost 2-3.

But, from beginning to end, my son's performance was unlike I had ever seen before. He played as if the puck belonged to him and it was his job to get it. He was named the "player of the game" by the opposing team's coach, and my son's own coach came up to me later to tell me that he had never seen Isaac play so well. Now, the next tournament I'm going to try, "Isaac, that net belongs to your puck, and the goalie has no right to keep your puck out of it."

And the next time you find yourself on a team with less than clear goals and a feeling that you are not empowered to do your best; you may want to start by asking yourself the question...Just whose puck is it anyway?



## JWOD Corner

*The New JWOD Catalog is Here!*

By Stephanie Lesko, Public Affairs Specialist, Committee for Purchase From People Who Are Blind or Severely Disabled

The new Javits-Wagner-O'Day (JWOD) Program Catalog for 2005 is the Federal customer's reference guide to JWOD mandatory source items with descriptions and ordering instructions for over 2600 SKILCRAFT® and other JWOD products.

To order your copy of the 2005 JWOD Catalog, call Customer Service at (800) 433-2304 or send an email to [customer\\_service@nib.org](mailto:customer_service@nib.org). Please be sure to specify whether you would like to receive a print copy of the catalog or an electronic copy of the catalog on CD-Rom.

SKILCRAFT and other JWOD products are provided by people who are blind or have other severe disabilities working in community-based nonprofit agencies associated with National Industries for the Blind (NIB) and NISH (serving people with a wide range of severe disabilities).

## *National Acquisition Center Direct Delivery Revises Scorecard*

As you are well aware, when you go to any sporting event, it is best to have a scorecard handy so you can know who the players are. Much the same can be said for the changes that have recently occurred within the Direct Delivery Team at the National Acquisition Center (NAC). With the recent transition to shared contracts with the Defense Supply Center – Philadelphia (DSCP) function within the Department of Defense (DoD), it has become necessary to concurrently change the method of assigning work on the Direct Delivery Team.

For many years, it was very easy for those in the field to know who to contact when they had questions. In fact, it was very easy, since the team was divided along the lines of equipment modalities, i.e. x-ray, ultrasound, etc. Once it was understood who the contract specialist handling a modality was, the battle was over. The administrator for the modality became known across the length and breadth of the community we supported. Standby – that is all going to be changed.

Several years ago, a Memorandum of Understanding (MOU) was signed between VA and DoD. This MOU, among other things, was the guiding light in this most recent turn of events. DSCP and Direct Delivery essentially have mirrored functions; each supports its own customer base that is generally Agency specific. Both DSCP and Direct Delivery had their own sets of contracts, although in most instances they were with the same contractor. To compound matters, Direct Delivery would sometimes have up to four contracts with one contractor due to the division or work by equipment modalities. DSCP, on the other hand, awarded one contract per contractor, and that one contract would cross all modalities.

At present, due to the DSCP contracts having a greater period of performance than those currently awarded by Direct Delivery, it made sense to evolve to the DSCP contracts and allow the Direct Delivery contracts to expire. The next round of contracts will be jointly solicited and jointly awarded, yet will most likely have the same form and flavor as the present DSCP contracts.

With the move to the DSCP contracts, a decision had to be made regarding administrative responsibilities within Direct Delivery. It made the most sense to assume the same model used by DSCP, meaning each contract specialist would award and administer purchases across the spectrum of modalities awarded to a given contractor, and would become well versed in dealing with that contractor, rather than trying to maintain defined modalities. At the same time, Direct Delivery needed a method to rapidly identify modalities when questions would arise regarding specific purchases.

With all this said, we now have a new scorecard. We still have the same people, dedicated to providing outstanding customer support, but we are now expanding the horizons and knowledge of each to allow them to become well-versed in all of the high-tech/high-dollar modalities. To keep from confusing you too much, below is an easy identification of the old way to recognize who could best help you and the new method. Much of this will be centered on deciphering the delivery order number assigned for each purchase.

### OLD

All delivery orders began with the numbers 797. The fifth digit is the fiscal year of the purchase, and the seventh through ninth digits were sequentially assigned. The sixth digit was almost always a zero. (An example would be 797130575, another example is 797850145.) The fourth digit identified the specific person to contact, and was assigned as follows:

- 1 = Eric Lee - (708) 786-5234
- 3 = Ruth Porter - (708) 786-5240
- 5 = William “Billy” Eytel - (708) 786-5257
- 7 = Barry Ross - (708) 786-5186
- 8 = Marie Harvey - (708) 786-5252

Any time you have questions related to orders following the above numbering scheme, you need to contact the above individuals. Each is charged with administering all of the modality-based delivery orders that were placed prior to this transition.

### NEW

The new pattern of assigning delivery order numbers will help us identify both the general modality of the equipment AND the person placing and administering the order. As before, all of them

begin with 797, and have the fiscal year in the fifth digit. That, and the fact that the final three digits are sequentially assigned, is all that remains of the former method. The fourth digit is now an alpha character, and identifies the modality as follows:

- A = X-ray, including CR, DR, and Mammo
- B = Ultrasound
- C = Nuclear, including gamma cameras
- D = CT, MRI, and Radiation Therapy/  
Radiation Oncology

The sixth digit is now where you will find the reference to the person administering the order, and is identical to that shown above. It is repeated here:

- 1 = Eric Lee - (708) 786-5234
- 3 = Ruth Porter - (708) 786-5240
- 5 = William "Billy" Eytel - (708) 786-5257
- 7 = Barry Ross - (708) 786-5186
- 8 = Marie Harvey - (708) 786-5252

An example of the new delivery order would be 797B53021. This would be the 21<sup>st</sup> sequentially issued order, awarded in FY 2005 and administered by Ruth Porter (3), and would be for an ultrasound (B) system. Another example is 797A57135. This would be the 135<sup>th</sup> sequentially issued order, awarded in FY 2005 and administered by Barry Ross, and would be for a system within the x-ray modality.

As was stated before, each of the above people is now responsible for specific contracts rather than specific modalities. Since many of you may have questions prior to an order being placed, and want to know who to contact with those questions, the following list is provided that reflects the contracts assigned to each of the above.

[Eric Lee \(1\)](#)

- GE
- GE OEC
- Minxray
- Sonosite
- DeJarnette
- All NAC industrial laundry contracts awarded

[Ruth Porter \(3\)](#)

- Siemens
- Source One
- Fujifilm
- Hologic
- American Hi-Tech

[Billy Eytel \(5\)](#)

- Nucletron
- Tyco (Mallinkrodt / Liebel-Flarsheim)
- Dornier
- Instrumentarium
- Del Medical
- CTI Molecular

[Barry Ross \(7\)](#)

- Toshiba
- Medstone
- Kodak
- Aloka

[Marie Harvey \(8\)](#)

- Philips
- Terason
- Agfa
- All Radiation Therapy/Radiation Oncology contracts

Of course, if you simply cannot figure out whom you need, you can always call (708) 786-5250 and ask for assistance. Dedicated customer service people are always available to help.



**Watch for...** In response to the need for COTR training, the Acquisition Training & Career Development Division is managing the development of a course that can be used by groups (classes) or individuals (CD or online) in the field. Whereas the classroom version is ideal for novice COTRs, the individual, self-paced version allows the more-experienced COTR to study only those topics that need review, and avoid the rest. This course design will save time, meet the required learning objectives, and save approximately \$2,900,000 on travel/hotel/instructor costs associated with a traditional classroom training approach.

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*"International Orange" is the official name of the orange-red paint used to paint the Golden Gate Bridge in San Francisco, and it has always been that color. Rejecting carbon black and steel gray, the color was chosen because it blended well with the span's natural setting. Had the U.S. Navy's color request been granted, the bridge would have been painted black with yellow stripes. Painting the bridge is an ongoing task and its primary maintenance job. The special paint protects the Golden Gate from the high salt content in the ocean air, which rusts and corrodes the steel components.*

## *Automated External Defibrillators (AEDs)*

AEDs have proven over the years to save the lives of many individuals that have succumbed to sudden cardiac arrest. AED's have been placed in public facilities such as airports, airplanes, and sporting facilities. The Federal Government is increasingly placing an emphasis on developing Public Access for Defibrillation (PAD) programs that encompass the requisite training and logistics for utilizing AED's for the thousands of Federal Government owned and leased buildings. The "Cardiac Arrest Survival Act" of 2000 strongly encourages the formation of PADS programs in all Federal facilities.

The Office of Acquisition and Materiel Management National Acquisition Center (NAC) web site encompasses a matrix of information regarding AED's that are on contract under the Federal Supply Schedule for Medical Equipment and Supplies. AED pricing, specifications, and other information regarding the various product's salient features are available on the site. The web site for the aforementioned matrix can be found at: <http://www1.va.gov/oamm/nac/fsss/65iiasina59.htm> This site will be updated periodically to reflect augmented contracts and products.

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## *Vocabulary Builder...*

### **Obviate**

Pronunciation: /OB-vi-ate/

*v* : clear out of the way

"The quarterly profits obviated the investor's doubts."

### **Stentorian**

Pronunciation: /sten-TO-ri-an/

*adj* : loud or powerful

"The speaker's stentorian voice rang through the room."

### **Ailurophile**

Pronunciation: /eye-LUH-ruf-fyel/

*n* : a cat lover

"An admitted ailurophile, the old woman's will left more to her cats than to her children."

### **Cupidity**

Pronunciation: /kyoo-PID-uhd-ee/

*n* : excessive greed for gain

"The wealth and riches of the CEO were objects of cupidity for the intern."

### **Desuetude**

Pronunciation: /DES-wih-tood/

*n* : unused or abandoned

"After many years of desuetude, manual typewriters are gaining in popularity among writers."

### **Percipient**

Pronunciation: /per-SIP-ee-int/

*adj* : keenly perceptive

"She is percipient of body language, so be careful."

### **Vicissitude**

Pronunciation: /vi-SIS-i-tude/

*n* : change in circumstance

"The vicissitudes of the stock market can make a rich man poor."

### **Sobriquet**

Pronunciation: /SOH-brih-KAY/

*n* : a nickname

"Because of his daring rescues and brave heroics, the firefighter earned the sobriquet 'Superman'."

### **Sangfroid**

Pronunciation: /sa-FRWA /

*n* : self-possession or imperturbability especially under strain : calmness

"The daredevil was known for his professional sangfroid, even right before a stunt."

### **Poltroon**

Pronunciation: /pol-TROON/

*n* : coward; spiritless

"A true poltroon, he was easily alarmed by noises."

### **Probity**

Pronunciation: /PROH-buht-ee/

*n* : honesty

"As a man of unusual probity, his advice carried great weight."

### **Quondam**

Pronunciation: /KWAN-dom/

former, sometime

Jane chided her quondam friend, reminding him that a true compatriot sticks by through thick and thin.

### **Skunk works**

Pronunciation: /SKUNGK wrks/

a small often isolated department or facility that functions with minimal supervision in a company

Despite its small size, the skunk works developed the company's best-known software products.

*Courtesy of coolquizz.com*

## *New FSS and National Contract Awards*

Listed below are contracts awarded during the period of 01/01/05-03/31/05. For complete information, go to [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac).

### Federal Supply Schedules

#### 621 I

#### Professional Medical Healthcare Services

	<b>Contract#</b> <b>V797P-</b>	<b>Business</b> <b>Size</b>	<b>Effective</b> <b>Award Dates</b>
FASTAFF, Inc.	4774A	Large	1/10/2005-1/9/2010
NiteLines USA, Inc.	4775A	Small	2/1/2005-1/31/2010
Occupational and Environmental Medicine	4781A	Large	2/7/2005-2/6/2010
Barbara Guthrie Medical Services	4782A	Small	2/7/2005-2/6/2010
NOW Nurses Registry, Inc.	4785A	Small	2/21/2005-2/20/2010
TMI Management Systems, Inc.	4786A	Small	3/1/2005-2/28/2010
RNDemand	7001A	Large	3/15/2005-3/14/2010
Staff USA, Inc.	4787A	Small	4/1/2005-3/31/2010
Zeitgeist Expressions, Inc.	7003A	Large	4/1/2005-3/31/2010
Calvert Medical Associates	7002A	Small	4/1/2005-3/31/2010
Advance Placement Travel, Inc.	7004A	Small	4/1/2005-3/31/2010
National Anesthesia Services, Inc.	7005A	Small	4/1/2005-3/31/2010

#### 65 II A

#### Medical Equipment and Supplies

	<b>Contract#</b> <b>V797P-</b>	<b>Business</b> <b>Size</b>	<b>Effective</b> <b>Award Dates</b>
CINTAS CORP.	4772A	Large	1/18/2005-1/17/2010
MedCare Technologies, Inc.	4773A	Small	1/24/2005-1/23/2010
DMI Wholesale Textiles	4776A	Small	1/25/2005-1/24/2010
Maxi-Aids	4777A	Large	1/31/2005-1/30/2010
Ortho-Rite Inc	4779A	Small	2/15/2005-2/14/2010
FirstWellness LTD	4780A	Large	2/15/2005-2/14/2010
M3 Medical Distributors	4778A	Small	2/1/2005-1/31/2010
HoverTech International	4784A	Small	2/15/2005-2/14/2010
Surgical Visions International, Inc.	4783A	Large	2/4/2005-2/3/2010
Cardinal Health 301	4790A	Large	2/17/2005-8/16/2005
Wheelchairs Of Kansas	4792A	Small	3/1/2005-2/28/2010
Health Design/Innovative Footwear	4791A	Small	2/28/2005-2/27/2010
Professional Tan Distributors, Inc	4793A	Small	3/15/2005-3/14/2010
Bayside Medical Supply	4794A	Small	3/1/2005-2/28/2010
Andersen Products Inc.	4795A	Small	3/15/2005-3/14/2010
Parata Systems Inc	4796A	Small	4/1/2005-3/31/2010
Advanced Respiratory, Inc.	4788A	Large	4/1/2005-3/31/2010
Topcon Medical Systems	4789A	Small	3/18/2005-3/17/2010
Safeguard Medical Technologies, LLC	4798A	Small	4/1/2005-3/31/2010

#### 65 II C

#### Dental Supplies

	<b>Contract #</b> <b>V797P-</b>	<b>Business</b> <b>Size</b>	<b>Effective</b> <b>Award Dates</b>
KaVo America Corp.	3032M	Large	2/1/2005-1/31/2010
Coltene/Whaledent, Inc.	3036M	Small	2/15/2005-2/14/2010

Air Techniques, Inc.	3037M	Small	3/1/2005-2/28/2010
Integrated Laminate Systems, Inc. (ILS)	3041M	Small	3/15/2005-3/14/2010
Shofu Dental Corp.	3046M	Large	4/15/2005-4/14/2010

**66 III  
Cost-Per-Test**

**Contract #  
V797P-**

**Business  
Size**

**Effective  
Award Dates**

Bayer Healthcare LLC	4767A	Large	3/15/2005-3/14/2010
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**65 Part 1B  
Pharmaceuticals**

**Contract #  
V797P-**

**Business  
Size**

**Effective  
Award Dates**

Accorda Therapeutics	5730X	Small	1/1/2005-12/31/2009
Solstice Neurosciences, Inc.	5786X	Small	1/1/2005-5/31/2005
Yamanouchi Pharma America, Inc.	5803X	Small	1/1/2005-6/30/2005
Johnson & Johnson on behalf Janssen	5813X	Large	1/15/2005-1/14/2010
McKesson Packaging Services, Inc.	5807X	Large	1/15/2005-1/14/2010
Affordable Pharmaceuticals LLC	5805X	Small	1/15/2005-5/31/2005
Pacific Pharma	5677X	Large	2/1/2005-1/31/2010
Alamo Pharmaceuticals, LLC	5678X	Small	2/1/2005-1/31/2010
ViroPharma	5801X	Small	2/1/2005-5/31/2005
Cytogen Corporation	5810X	Small	2/1/2005-5/31/2005
GTx, Inc.	5815X	Small	2/15/2005-6/14/2005
Eyeteck Pharmaceuticals	5819X	Small	2/15/2005-6/14/2005
Medtronic Neurological	5823X	Large	3/1/2005-2/28/2010
Advancis Pharmaceutical Group	5767X	Small	3/1/2005-2/28/2010
DermaRite Industries LLC	5824X	Small	3/1/2005-2/28/2010
Patriot Pharmaceuticals, LLC	5749X	Large	3/1/2005-6/30/2005
Novo Nordisk Inc.	5828X	Large	3/15/2005-3/14/2010
Alcon Laboratories, Inc.	5825X	Large	3/15/2005-3/14/2010
Kremers Urban, Inc.	5618X	Large	3/15/2005-3/14/2010
Elan Pharmaceuticals, Inc.	5829X	Large	3/15/2005-3/14/2010
Hi-Tech Pharmacal	5758X	Small	4/1/2005-3/31/2010
Ranbaxy Laboratories, Inc.	5809X	Small	4/1/2005-3/31/2010
Shionogi USA, Inc.	5751X	Small	4/1/2005-3/31/2010
UCB Pharma, Inc.	5831X	Large	4/15/2005-4/14/2010

**65 Part VII  
Invitro Diagnostics/  
Reagents**

**Contract#  
V797P-**

**Business  
Size**

**Effective  
Award Dates**

Biosafe Medical Technologies Inc.	5827X	Small	3/15/2005-3/14/2010
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**65IIF  
Patient Mobility Devices  
(Including wheelchairs, scooters, walkers, etc.)**

**Contract #  
V797P-**

**Business  
Size**

**Effective  
Award Dates**

WP&H, LLC/dba California Medical Supplies	3033M	Small	2/1/2005-1/31/2010
Allied Medical & Surgical Supply Co.	3034M	Small	2/1/2005-1/31/2010
Delna Health Enterprise	3035M	Small	2/1/2005-1/31/2010
Clarke Health Care Products, Inc.	3038M	Small	3/1/2005-2/28/2010
Colours 'N Motion, Inc.	3039M	Small	3/1/2005-2/28/2010
Turbo Wheelchair Company	3042M	Small	4/1/2005-3/31/2010
Mercy Medical Equipment Company	3045M	Small	4/15/2005-4/14/2010

For additional information, contact the Federal Supply Schedule Service at (708) 786-5180.

## National Contracts

<b>Pharmaceutical Items: Product</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Award Date Effective Dates</b>
Verapamil SA Tablets	9140	Large	01/01/2005–12/31/2005
Atenolol	9144	Small	01/21/2005–01/20/2006
Nortriptyline	9145	Large	02/15/2005–02/14/2006
Fluocinonide	9143	Large	03/01/2005–02/28/2006
Angiotensin Receptor Blockers (Heart Failure)	9165	Large	04/25/2005–04/24/2006
Angiotensin Receptor Blockers (Diabetes)	9148	Large	04/25/2005–04/24/2006
Levobunolol & Timolol Solution	9166	Large	04/29/2005–04/28/2006
Timolol Maleate Gel	9147	Large	04/29/2005–04/28/2006

For additional information, contact Karen A. Law at (708) 786-4985 or [Karen.Law@med.va.gov](mailto:Karen.Law@med.va.gov)

## Blanket Purchase Agreements:

<b>Product</b>	<b>Contract # VANAC-90NP1 V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Sterilization Indicator Sealing Tape	2072	Small	5/18/2005–5/17/2010
Carbon Steel Surgical Blades	2073	Small	5/1/2005–4/30/2010
Reusable Patient Gowns	2074	Small	5/15/2005–5/14/2010
Exam Gloves (Basic Ordering Agreement)	2071	JWOD	8/1/2005–7/31/2010

For additional information, contact Ronald E. Jenkins at (708) 786-4929 or [Ron.Jenkins2@med.va.gov](mailto:Ron.Jenkins2@med.va.gov)

<b>Prosthetic Item Product</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Intraocular Lenses	9136	Large	3/01/2005–2/28/2006
Intraocular Lenses	9139	Large	3/01/2005–2/28/2006
Video Phones	9146	Small	3/14/2005–3/13/2006

For additional information, contact Patty Benson at (708) 786-5253 or [Patricia.Benson@med.va.gov](mailto:Patricia.Benson@med.va.gov)

<b>Med/Surg Prime Vendor Agreements:</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
VISN 1	1070	Small	4/20/2005–12/19/2006
VISN 2	1050	Small	4/20/2005–12/19/2006
VISNs 3-7, 9-12, 15-22, Alaska, & Hawaii	1060	Large	4/20/2005–12/19/2006
VISN 8	1030	SDB	4/20/2005–12/19/2006
VISN 23	1080	Small	4/20/2005–12/19/2006
Puerto Rico	1040	Small	1/15/2006–9/14/2007

For additional information, contact Maria Ramirez at (708) 786-5181 or [Maria.Ramirez@med.va.gov](mailto:Maria.Ramirez@med.va.gov)