

# Acquisition Update

Your Source For Federal Health Care Contract Information

April/June 2004  
Volume 3, Number 2

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## *Let's Do Business with Veteran-Owned and Service-Disabled Veteran-Owned Firms!*

*By: David S. Derr, Deputy Assistant Secretary for Acquisition and Materiel Management*

As contracting officers and contracting officials, we indirectly provide services to Department of Veterans Affairs' (VA) veteran beneficiaries through the commodities and services we acquire that are used in providing for their health care and other benefits. This is an essential facet of VA's mission, and we are all justifiably proud of our contributions. But, we now have a unique and viable means to **directly** benefit an important category of veterans----veteran entrepreneurs!

In the not too distant past, the Secretary established a 7 percent goal within VA for acquiring products and services from small businesses owned and controlled by veterans. In addition, Congress established a 3 percent goal for acquiring products and services from Service-Disabled Veteran-Owned small businesses. Our achievements have been far less than envisioned. For that reason, the Office of Small and Disadvantaged Business Utilization and my office jointly chartered a Veteran-Owned and Service-Disabled Veteran-Owned (VO/SDVO) Task Force. The findings and recommendations of that Task Force were approved by

the Secretary and published in March 2003. The work in implementing the recommendations has been bearing fruit and should provide all VA contracting officers some very important new tools in identifying and directing acquisitions to VO/SDVO small businesses. I would like to discuss a few of those tools:

- ✓ *VA contracting officers can set aside acquisitions for SDVO small businesses.* With considerable tenacity and top level support, Public Law 108-183 provided legal authority for this new set aside provision. Rather than wait for FAR implementation, VA is implementing this law and has issued IL-049-04-4 which provides VA contracting personnel the guidance and clauses for making these set aside determinations.
- ✓ *VA contracting officers will be able to consider the veteran-owned status as an evaluation factor for negotiated acquisitions.* I am hopeful that the instructions that implement this important recommendation of the VO/SDVO Task Force will have been published by the

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

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[susan.lewis@med.va.gov](mailto:susan.lewis@med.va.gov)

Sandra Murbach at  
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[nac@med.va.gov](mailto:nac@med.va.gov)



date of this newsletter. If not, you have my commitment that it will be sent out soon. This is another viable tool to assist you in achieving your VO/SDVO small business goals.

- ✓ *The Center for Veterans Enterprise can assist in providing information on VO/SDVO small businesses.* They are continuing to expand their database but it is still a very viable means for identifying VO/SDVO firms. Visit their website at [www.vetbiz.gov](http://www.vetbiz.gov).
- ✓ *FSS Searchable Data Base.* The National Acquisition Center has established a searchable database for their Federal Supply Schedule (FSS) contractors and commodities/services. This data base can be sorted by veteran-owned status and may be accessed at [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac). Additionally, General Services Administration (GSA) Federal Supply Schedules can also be searched at [www.gsaelibrary.gsa.gov/ElibMain/ElibHome](http://www.gsaelibrary.gsa.gov/ElibMain/ElibHome).

The above tools are powerful. However, it is recognized that standardization and leveraged procurement, coupled with acquiring many of our commodities through prime vendors, can limit the base upon which prime contract awards can be made. For that reason, we continue to push for legislation that would allow the counting of first tier subcontracts towards all of our socio-economic goals. We may be in for a long “slog” to make that happen, but we have found that perseverance pays off, and will continue to champion what we see as important and rational legislation.

At our recent Logistics Managers Symposium, we invited many VO/SDVO small businesses to participate as exhibitors. The reaction was overwhelming; we could not accommodate all the vendor requests. We urge you to have vendor fairs locally. Include your VO/SDVO firms and get your program officials, purchase card users, clinicians, and anyone at your facility that makes purchase decisions to participate. The Department has directed that achievement of VO/SDVO goals are to be included in their performance standards!

In summary, we have a unique opportunity to directly and positively impact the small business entrepreneurs who have nobly served this nation as veterans. VA should strive to demonstrate leadership in veterans’ entrepreneurship among Federal agencies.

## ***Service-Disabled Veteran-Owned Small Business Set-Aside and Sole Source Authority***

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

I really appreciate the opportunity to contribute to the Acquisition Update and want to use this opportunity to remind VA’s acquisition professionals of an important Information Letter (IL) issued by the Office of Acquisition and Materiel Management.

IL 049-04-4, issued February 24, 2004, implements within VA the set-aside and sole source authority provisions of Public Law 108-183, the Veterans Benefits Act of 2003. This public law gives Government contracting officers authority to restrict competition on acquisitions to Service-Disabled Veteran-Owned Small Businesses (SDVOSB), and under certain circumstances provides authority to make sole source awards to SDVOSB. This is a tool that contracting officers have said they need to meet the statutory 3 percent socioeconomic goal mandated by Public Law 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999. SDVOSB and VA’s senior leadership expect contracting officers to use this authority to enhance VA’s accomplishments in the important SDVOSB socioeconomic category. Secretary Principi chose to implement this authority throughout VA without waiting for promulgation of regulations and changes to the FAR. VA, as the chief advocate for veterans at the Federal level, clearly needs to be the Government leader in contracting with SDVOSB.

In FY 2003, VA contracting activities reported over \$9.65 billion in acquisitions, and only 0.49 percent, slightly over \$47.3 million, was spent with SDVOSB. And although the monies spent with SDVOSB increased from FY 2002, as a percentage of total dollars reported, we lost ground. VA must and can do better now that contracting officers have a tool and mechanism to achieve this goal, thereby putting VA acquisition dollars where our programs are.

SDVOSB and Veterans Service Organizations are monitoring VA's accomplishments in implementing, and more importantly, use of this authority. Within hours of President Bush signing this law, OSDDBU began receiving dozens of phone calls from SDVOSB expressing excitement and encouraging VA to move forward with immediate implementation. In the eyes of many SDVOSB, the only remaining reason for not meeting the SDVOSB 3 percent goal has been the lack of a set-aside mechanism, and they have expressed this reason is moot. As Secretary Principi said in the preamble to the VO & SDVOSB Task Force Report issued in March 2003, he asks that you "please think first of veteran-owned and service-disabled veteran-owned small businesses in every business and contracting decision you make."

I want to thank Dave Derr and the staff of OA&MM for moving so quickly in implementing this important authority within VA, and thank you for using this authority to create opportunities for SDVOSB.



## Chief Logistics Office Corner

### National Item File Implementation

The National Item File, better known as the "NIF," is now in the implementation phase of the project. The implementation phase consists of collecting and cleansing the Item Master File data from each Vista database throughout the country. Veterans Integrated Service Network (VISN) Implementation teams have been established and trained to assist in the implementation process.

As a part of the implementation process, each facility will be required to run IFCAP Patch PRC\*5.1\*75 (NIF Phase II Extract). Patch PRC\*5.1\*75 extracts 12 months of procurement history and prosthetics items. Data is extracted and electronically sent to the NIF contractor for cataloging. Once the data is cataloged, it is put into an electronic tool designed to assist the VISN teams in data cleansing. Data cleansing consists of verifying the manufacture's name, manufacture's part number, distributor's name, distributor's part

number and reviewing item description. Verifying this information is done by calling the manufacture/distributor, using the internet website, or physically viewing the item on the shelf.

Currently, patch PRC\*5.1\*75 is in test phase due to be released April 21, 2004. PRC\*5.1\*75 is being tested at 4 databases in VISN 8 and VISN 2. As part of the testing process, data has been collected from all facilities in VISN 8 and VISN 2.

Databases cleaned to date are Bay Pines, Tampa, Miami and West Palm Beach. North Florida – South Georgia and Puerto Rico are scheduled to be cleaned in the beginning of April. VISN 2 database was scheduled to be cleaned the week of March 29, 2004. After the patch testing is complete a national implementation schedule will be finalized.

Listed below are some tasks which your facility can do to prepare for the cleansing process:

- Limit access and the ability to add items to your local item file.
- When adding items, make sure the vendor name, phone number, part number, etc., is correct. Do not abbreviate; fill out all the information.
- Have local stakeholders (prosthetics, pharmacy, dietetics, laboratory, etc.) with product knowledge available to assist VISN team with identifying items.
- GIP items not purchased in the past 12 months must have a manual transaction to meet the collection criteria. Work with your VISN lead to create an acceptable transaction that will not alter your national GIP statistics

*Coming soon...* NIF website accessible via CLO website <http://vaww.vhaco.va.gov/logistics>.

**We asked and you answered...** Thanks to those of you that took the time to complete the survey in the last issue of *Acquisition Update*. Based on the returned surveys, this newsletter is helping you do your job, is easy to read, and covers relevant topics. In addition, several potential topics were offered. We are pleased that this edition covers several of those suggested topics. Please continue to forward topics of interest, suggestions, or comments to [NAC@med.va.gov](mailto:NAC@med.va.gov).

# *The Acquisition Impact of Capital Asset Realignment for Enhanced Services (CARES)*

*By: Ron Bednarz, VHA Logistics Office/Former Deputy Director, CARES Commission Staff*

Over the past several years, Department of Veterans Affairs (VA) has come to rely on contracting as a vehicle for improving access to care. During Fiscal Year (FY) 2003, VA spent \$245.5 million on contracts for community nursing home care, and \$346.8 million on contracts for inpatient hospital care. Additionally, VA has significantly expanded access to care with 180 contract community-based outpatient clinics (CBOCs).

This reliance on contract care will certainly increase if the CARES Commission's recommendations are approved and implemented. Nearly every Veterans Integrated Service Network (VISN) plan calls for some level of contracting to meet the increased demand for care projected through FY 2012. Contracts could be used to establish a significant portion of the additional 242 new CBOCs proposed. Contracts also provide an alternative to construction in meeting the projected inpatient workload increases.

Contracting as an alternative to capital investment makes sense. By using local providers, rather than undertaking new construction, VA can meet access and capacity needs. Contracts provide the benefits of timeliness and flexibility. They also allow VA to provide services in areas where small workload may not support a VA infrastructure, such as in highly rural areas.

However, despite these benefits, the CARES Commission has found that, "in order to assure quality care to veterans, contracted care must be closely monitored to ensure compliance to VA standards". The Commission recommends the following:

- ✓ Before taking action to alter existing VA services, VA must ensure that there are viable alternatives in the community.
- ✓ VA must ensure that it has quality criteria and procedures for contracting, and monitoring service delivery, as well as the availability of trained staff to negotiate cost-effective contracts.

By taking heed of these recommendations and getting ready for this potential workload, the VA acquisition community can be well positioned to make a valuable contribution to VA's patient care mission.

So what can be done now to prepare for this challenge?

The acquisition practitioner's first step is to become thoroughly familiar with the VISN specific contracting plans in the CARES Draft National Plan and the CARES Commission Report. It is critically important to know what type of care is proposed and where it is to be provided.

The next step should be early acquisition planning. A critical part of this process is identifying the likely clinical and administrative leaders of the proposed contracting efforts. These individuals need to be engaged in the planning process. If they haven't thought about possible contract requirements, this would be an ideal time to bring this discussion to the table. Relevant questions include: What type of services will be contracted, in what quantity, for what length of time?

Once there is a general understanding of the requirements, preliminary market research should begin. Are these services available in the targeted community? Is there competition? Is the going rate reasonable? Based on this research, team members will gain a good grasp of market conditions. Since the market is dynamic, situations might have changed since VISN plans were developed. If there is a lack of reasonable providers, perhaps contracting is no longer a viable option. If that's the case, management needs to be aware of the situation. On the other hand, new providers may have entered the market, thereby enhancing the competitive environment.

If the market situation supports a viable contract option, it is time to start thinking about contract approach, performance criteria, and quality assurance considerations. Contract language should incorporate all quality assurance requirements identified by the clinical and quality assurance staff.

As a part of the planning process, contract administration issues should be considered. What will payments be based on? Who will oversee the contract? Are potential COTR's trained in contract monitoring and oversight?

By taking a proactive approach, the acquisition staff will be well prepared for successful contracts. Even if all CARES contract scenarios don't develop into contract awards, the acquisition efforts will provide management with essential information needed to make informed decisions about the provision of contract patient care.

For additional information regarding CARES, please contact Ron Bednarz at [BednarzR@gao.gov](mailto:BednarzR@gao.gov).



## *Federal Supply Schedule Soundbites*

### *Did you know?*

- ☑ When placing orders under Federal Supply Schedule (FSS) contracts, contracting officers are encouraged and empowered to seek price reductions. In addition to orders over the maximum order threshold, seek discounts for any size order to ensure that when using multiple award schedule contracts the best value at the lowest overall cost is received.
- ☑ If you are unsure about a vendor having an FSS contract, ask! You may find that the vendor has a contract and is willing to give an additional discount just because you are a VA customer.
- ☑ A BPA awarded under the FSS program cannot exceed the contractor's contract period, and must be reviewed annually.

### *Updates*

- ☑ The FSS contracts are being modified to make it mandatory for contractors to input their contract information in the GSA *Advantage!* system. In addition to the NAC contract search tool, customers will be able to find contract information and place orders on line.
- ☑ The FSS Service has a responsibility to provide a customer list to vendors upon new contract awards. The FSS is working to update our customer profile. If you are contacted, please share your information. The updated customer information will also

aid small businesses to reach customers who make purchasing decisions.

Questions concerning the Federal Supply Schedule Program may be directed to (708) 786-5180.

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## *JWOD Corner*

### *President Appoints Honorable William H. Campbell to JWOD Committee*

The President has appointed the Honorable William H. Campbell, Assistant Secretary for Management and Chief Financial Officer, to represent the Department of Veterans Affairs (VA) on the Committee for Purchase From People Who Are Blind or Severely Disabled, the Federal agency that administers the Javits-Wagner-O'Day (JWOD) Program.

Mr. Campbell has filled the vacancy on the Committee left by Gary J. Krump, who, after a decade of service to the JWOD Program, stepped down from the Committee when he was appointed Chairman of the Board of Contract Appeals in March 2003. Mr. Krump was appointed to the Committee in April of 1994 and served two consecutive terms as its Chairperson during his tenure.

The JWOD Program is also supported at VA through the assistance of the JWOD Program Liaison, Katherine Galos and the Associate Liaison, Mary Elliott from the Office of Acquisition and Materiel Management. VA's JWOD Liaisons provide VA procurement and acquisition personnel with the latest guidance and information on the JWOD Program and its ability to meet VA requirements.

### *The 2004 JWOD Catalog is Here!* [www.nib.org](http://www.nib.org)

Get your copies of the new JWOD catalog by contacting NIB's customer fulfillment center (operated by ABVI-Goodwill Industries in Rochester) via email at [customer\\_service@nib.org](mailto:customer_service@nib.org) or by phone at (800) 433-2304. Please specify whether you would prefer to receive your copy of the catalog in print format or on CD-ROM.

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## ***Pharmaceutical Prime Vendor Award***

An indefinite delivery, requirements type contract was awarded to McKesson Corporation for the Department of Veterans Affairs (VA) pharmaceutical prime vendor (PPV) program on December 31, 2003. The award has an estimated value of \$23.02 billion (approximately \$3 billion per year). This estimate includes the total cost of products with the negative distribution fee applied to product cost. Solicitation RFP 797-PV-03-002 was issued to establish follow-on contract(s) to the current PPV contract that expired March 31, 2004. McKesson Corporation's corporate office is located at One Postal Street, 29<sup>th</sup> Floor; San Francisco, CA 94104.

Subsequent to this award, AmerisourceBergen Corporation filed a protest in the Court of Federal Claims. On March 25, 2004, the Court ruled in favor of the VA and denied AmerisourceBergen's motion for a permanent injunction. Via a consent order reached during the hearings, AmerisourceBergen will continue to service the VA contract for a 45-day transition period that ends on May 9, 2004. AmerisourceBergen will apply McKesson's pricing [NEGATIVE FIVE PERCENT (-5.0%) for Fast Pay] starting April 1, 2004 through the remainder of the 45-day transition period. The first orders placed to McKesson will occur on May 10, 2004.

Both the current and new contract requires the PPV contractor to distribute pharmaceutical and medical/surgical products to VA pharmacy services, including the medical centers and Consolidated Mail Outpatient Pharmacies (CMOPs), as well as other Government agencies such as Indian Health Service, Federal Bureau of Prisons, Health and Human Services and State Veteran Homes. The PPV contractor will be required to install computers at the ordering facilities, provide electronic ordering capabilities, provide next day delivery, maintain a 97 percent fill rate, maintain accurate product pricing and invoice the facilities for delivered products. The distribution fees were offered as a negative percentage of product cost. The product cost is based on National Contracts, Federal Supply Contracts, Blanket Purchase Agreements, etc., already established by the National Acquisition Center.

As previously cited, this contract was awarded with a distribution fee of -5.0% (negative five percent) for Fast Pay and -4.75% (negative four point seventy-five) for payment net 15 days. This fee is 38 to 90 percent better than the current contract's negative distribution fee range of -3.63% (negative three point six three percent) for Fast Pay and -2.5% (negative two and one-half percent) for payment net 15 days. The total savings (i.e., the value of the negative distribution fee separated from the product cost) for the eight-year period is estimated to be \$1.23 billion.

For more information regarding this notice, please contact German Arcibal at (708) 786-7663 or [German.Arcibal@med.va.gov](mailto:German.Arcibal@med.va.gov).

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## ***Paradigms of Success***

*By: Howard Swartzman, Acquisition Resources*

If you were to ask my 9 year old what equipment a hockey player needs to put them at the top of their game, he would likely start with an ultra high-tech carbon composite stick...and just keep pushing the buttons on the cash register from there.

So it came as no surprise that when he needed a new stick he would insist that the only one that would do was a \$150 model (not including the stick blade mind you).

In fact, my son was so certain that his entire career as a professional hockey player hinged on his ability to play with just such a stick, the more I tried to discuss a suitable alternative in terms of reasonable cost, the more obsessed he became with the idea that he had to have this stick. Our communications on the subject got to the point where remarks such as, "It just isn't fair!" and "You're trying to ruin my life!" were being said...and I was the one saying them.

Obviously, we needed to take a step back and get to a meeting of the minds regarding one of my favorite subjects, "requirements", wants vs. needs. In this venue, I knew that I could show my son just how an acquisition professional deals with an unsubstantiated request.

I started by asking him to explain why he needed, rather than just wanted, such an expensive piece of equipment. Expecting a response something like, "because it's the best," imagine my surprise when

suddenly, in lucid technical terms, he began to explain the difference between wood and composite sticks, based upon his individual style and skills. In rapid-fire fashion, he hit me with characteristics such as weights, angles, durability, and flex-ratings. I was impressed to say the least.

So, with this new understanding and agreement on both sides, we were able to do something that we could not do before, walk into the pro-shop together without the fear of disappointment for one party or total bankruptcy for the other. And, as an added bonus, we were actually able to settle on a \$75 composite stick that met all my son's needs. What about my needs? Well, I'm counting on the "durability thing," since he has a younger brother also playing the game.

Often in our professional lives, a supplier is quick to form an opinion on a customer's requirements, based in large part upon just how those requirements are first presented. The key to good supplier-customer relationships is an understanding of what each party actually needs, and an open dialog is the quickest way to get there. To avoid conflict in your own pro-shop, be sure you have a good understanding of what your customer needs to accomplish their task or mission.

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## ***Small Business Awards***

**New Tablet Splitter Award** – An award was made to EXGI Company (V797P-4627A), a veteran owned small business, which manufactures pharmaceutical tablet splitters for patient use and is effective March 15, 2004 to March 14, 2009.

**Custom Posture Orthotics** - Foot Levelers, Inc., a small business, was awarded a contract (V797P-4619A) for custom posture orthotics. The custom orthotics are individualized to stabilize the spine and pelvis by correcting imbalances in patient's feet. The awarded discount is 10 percent off commercial list price. The contract is effective February 23, 2004 through February 22, 2009.

**Loss of Limb Prevention** - Contract (V797P-4577A) was awarded to Circular Boot Inc., a veteran-owned small business which offers a system that helps prevent the loss of limb for diabetic patients. The device treats non-healing lower extremity wounds by placing a mini-bag (leg) or long-bag (leg/thigh) around the affected extremity

while three cardiac electrodes attach the patient to the system cardiac monitor. Ultimately, the system synchronizes compression of the patient's extremity and the heart cycle to enhance blood flow, thereby healing the wounded area and preventing the loss of limbs. The contract is effective December 15, 2003 through December 14, 2008.

**Professional Services Contract Awards** - *SonoSource Inc.*, was awarded a contract (V797P-4594A) under the FSS 621 I schedule for Professional and Allied Healthcare Staffing Services. SonoSource is a small, disadvantaged, veteran and women owned business that averages over \$2 million in annual sales. The labor category available under contract is Radiologic Technology for sonography/ultrasound. The contract is effective December 22, 2003 through December 21, 2008.

*Supplemental Services Inc.* of Tennessee a small, disadvantaged and disabled veteran owned business, was awarded a contract that provides Per Diem and Travelers type staffing of Nurses (all specialties) at competitive rates. This contractor is also 8(a) certified by the Small Business Administration. Contract number is V797P-4613A, and is effective February 16, 2004 through February 15, 2009.

**Modification to Dental Contract** - The Hu-Friedy contract V797P-3897K was modified to incorporate 102 new line items under the dental program. Hu-Friedy is a small business manufacturer of dental products. Discounts of 30-67 percent were negotiated off the commercial list price. Discounts were applied to products such as bone-chiseling devices and implant instruments. The contract change was effective January 15, 2004.

**Re-usable Waterproofing Sleeve** - Contract V797P-4607A was awarded to Select Medical Products, Inc., a service-disabled, veteran-owned small business. The award is for a re-usable waterproofing sleeve that inflates directly over a patient's arm or leg to provide a waterproof seal, allowing the patient to become completely immersed in water without affecting casts, bandages, or prosthesis protectors. The awarded discounts range between 47.9 - 52.6 percent off commercial list price. The contract is effective February 1, 2004 through January 31, 2009.

**Orthotic Items Awarded** - Wrymark Inc., a small, disabled, veteran-owned business for a variety of orthotic items, was awarded contract V797P-4608A and is effective February 1, 2004 through January 31, 2009.

**Generic Items Awarded** - A contract (V797P-5617X) was awarded to Stratus Pharmaceuticals, a small, disadvantaged, minority-owned firm. Products covered are generic items, such as wound care spray solutions, hydrocortisone/lodoquinol cream and aluminum chloride/alcohol base. The effective dates are January 15, 2004 through January 14, 2009.

**Follow-On Contracts Awarded** - A follow-on contract was awarded to *Golden Technologies*, a small, veteran-owned manufacturing company of scooters and lift chairs. The award features 3 motorized scooter models from the Champion product line and 16 lift chairs. Negotiated basic discounts ranged from 9 - 24 percent below the commercial list price. The contract (V797P-3978K) is effective February 15, 2004 through February 14, 2009.

**MedBloc, Inc.**, a small distributor of manual wheelchairs, was awarded contract V797P-3987K. The award features three wheelchair models and accessories. Negotiated items included a 40 percent basic discount below the commercial list price, a quantity discount ranging from 2 to 10 percent for units purchased per order, and a 15 and 5 percent 20-day prompt payment discount and is effective February 15, 2004 through February 14, 2009.

**New Hospital Clothing Award** - Vision tech Industries, a small, HUBZone, disadvantaged supplier of reusable hospital clothing for patients and workers, was awarded contract V797P-4605A. The contract contains a wide variety of apparel including scrubs, gowns, and robes and is effective January 15, 2004 through January 14, 2009.

**Medical/Surgical Items** - Contract V797P-4631A was awarded to Metro Medical Equipment and Supply, a small, disadvantaged, 8(a) certified business for a variety of medical and surgical supply items. Basic discounts range from 12 to 55 percent off the commercial pricelist. The contract is effective March 12, 2004 through March 11, 2009.

*Additional contract information is available at*  
<http://www.va.gov/oamm/nac/secr.htm>.



### *Do you know who to call?*

Do you ever have a program question and you're just not sure who to call? Beginning in this edition, various Office of Acquisition and Materiel Management program points of contact sheets will be included, which, hopefully will save you time and effort. To start your collection, please turn to ***Attachment 1*** for a listing of NAC's program points of contact.

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### *Mark your calendars...*

The National Acquisition Center is hosting an Industry Day Conference October 19-20, 2004, in Chicago. The theme for this year is "Achieving procurement and contracting excellence through industry partnership." There is no cost to attend. Stay tuned for additional information.

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# New FSS and National Contract Awards

Listed below are some recently awarded contracts. 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	Contract# V797P-	Business Size
Tempus LLC dba Emerald Health Services	4581A	Small
National Nurses of America	4579A	Small
SonoSource, Inc.	4594A	Small
Maranatha Staffing Agency	4595A	Small
Advantage Nursing Services	4590A	Large
Supplemental Services Inc., of Tennessee	4613A	Small
HCR-Manor Care dba Milestone Staffing Services	4614A	Large
American Nursing Services	4615A	Large
Mint Medical Physician Staffing LP dba Prime Staff	4624A	Small
Travmed USA, Inc.	4621A	Large
Southwest Staffing Personnel	4629A	Small
Pro-Touch Nurses Inc.	4617A	Small

### 65 II A

Medical Equipment and Supplies	Contract# V797P-	Business Size
ZOLL Medical Corporation	4549A	Large
Designer Care Co., Ltd.	4589A	Small
Acme of Precision Surgical	4585A	Small
Sandhill Scientific, Inc.	4596A	Small
Whitehall Manufacturing	4524A	Small
Cygnus Medical, LLC	4591A	Small
Eschenbach Optik Of America	4597A	Small
Independent Living Aids Inc.	4598A	Small
M. Jacobson, USA	4593A	Small
Guardian Medical Tech	4599A	Small
Animas Corporation	4592A	Small
Raven Biological Laboratories	4601A	Small
Golden State Medical Inc.	4600A	Small
Vision Tech Industries	4605A	Small
Bauerfeind USA, Inc.	4603A	Large
Distribution Systems Int'l	4602A	Small
Wrymark, Inc.	4608A	Small
Cace Inc. d/b/a Lighting Specialties Company	4609A	Small
ARJO Wiggins Medical, Inc.	4521A	Small
PIE Medical International, Inc.	4610A	Small
Pentax Precision Instrument	4389A	Small
Medical Technology Industries	4606A	Small
Select Medical Products, Inc.	4607A	Small
Bausch & Lomb Inc.	4402A	Large
Medical Technology, Inc. dba Bledsoe Brace Systems	4611A	Small
Foot Levelers, Inc.	4619A	Small

Universal Home Health and Industrial Supplies, Inc	4612A	Small
David Scott Company	4622A	Small
J & J Enterprises	4623A	Small
Lang Medical Group	4625A	Small
Endoscopy MD, LLC	4620A	Small
EXGI Company	4627A	Small
Burke, Inc	4628A	Small
Metro Medical Equipment and Supply Inc	4631A	Small
Weber Orthopedic dba Hely & Weber	4632A	Small
Excel Medical Supplies	4633A	Small
Comfort Lift Pillow Co., Inc.	4630A	Small
Thyssen Krupp Access, dba Access Industries	4604A	Large

### 65 II C

Dental Supplies	Contract # V797P-	Business Size
Westar Medical Products	3976K	Small
Gendex Dental, X-Ray Div	3984K	Large
Electro Medical Systems Corp	3981K	Small
KLS Martin LP	3986K	Small
Lifecore Biomedical	3989K	Small

### 66 III

Cost-Per-Test	Contract # V797P-	Business Size
None		

### 65 Part 1B

Pharmaceuticals	Contract # V797P-	Business Size
MGI Pharma, Inc.	5604X	Small
Faulding Laboratories	5613X	Large
Manne Company, Inc.	5612X	Small
C. B. Fleet Company	5614X	Small
Hemispherx Biopharma	0313E	Large
Otsuka America Pharm	0316E	Small
Upstate Pharma, LLC	5611X	Large
Stratus Pharmaceuticals	5617X	Small
Genta, Inc.	5616X	Small
Pharmion Corporation	5619X	Small
Integrity Pharmaceutical	5620X	Small
Niche Pharmaceuticals	5623X	Small
National Vitamin Co.	5621X	Small
Connetics Corp.	5622X	Small
3M Pharmaceuticals	5625X	Large
American Regent	5624X	Large
United Therapeutics Corp.	5628X	Small
FEI Women's Health LLC	0402E	Small
Merck/Schering-Plough Dist. Services LLC	5630X	Large
Eon Labs, Inc.	5631X	Large
Methapharma, Inc.	5629X	Large
Synthon Pharmaceuticals	0404E	Small
Ameriderm Laboratories	5634X	Small
Merz Pharmaceuticals, LLC	5636X	Small
Calmoseptine Inc.	5637X	Small
VistaPharm, Inc.	5641X	Small
ZLB Bioplasma, Inc	5632X	Small

**65 Part VII  
Invitro Diagnostics/  
Reagents**

None

**65IIF  
Patient Mobility Devices  
(Including wheelchairs, scooters, walkers, etc.)**

	<b>Contract # V797P-</b>	<b>Business Size</b>
Riverside Discount Pharmacy and Homecare, Inc.	3980K	Small
Golden Technologies	3978K	Small
Keen Mobility Company	3985K	Small
MedBloc, Inc.	3987K	Small
SpecialMade Goods & Svcs	3988K	Small
Balder USA	3990K	Small

**65 VA  
X-Ray Equip/Supplies**

	<b>Contract # V797P-</b>	<b>Business Size</b>
K-Art X-Ray Supply Co.	3979K	Small
R2 Technologies, Inc.	3982K	Small
Burlington Medical Supply	3983K	Small

**National Contracts**

**Pharmaceutical Items:  
Product**

	<b>Contract # V797P-</b>	<b>Business Size</b>
Oral Flouroquinolones	9115	Large
Ranitidine Tablets	9120	Small
Tramadol Tablets	9122	Large
Flu Vaccine	9123	Large

**Medical/Surgical Prime Vendor:**

Cardinal Health 200, Inc.	9090	Large
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**Blanket Purchase Agreements:**

**Company**

	<b>Contract # VANAC-90NP1 V797P-</b>	<b>Business Size</b>
Closed Tracheal Suction Systems	2040	Large
Self Adherent Elastic Wrap	2041	Large
Enema Sets	2042	Small
Packing Gauze Strips	2043	Large
Non-Adherent, Adhesive Gauze Dressings	2044	Large
Pressure Reduction Heel Protectors	2045	Small
Non-Adherent, Non-Adhesive Gauze Dressings	2046	Large
Needleless Systems	2047	Large
Wrist Supports	2048	Small
Abdominal Binders	2049	Small
Urinary Closed Systems without Urine Meters	2050	Small
Thoracic Catheters	2051	Large
Jumpsuits, PPE	2052	Small
Jumpsuits, Environmental	2053	Small

Sphygmomanometer, Hand-Held; Sphygmomanometer, Wall-Mounted; Sphygmomanometer-Style, Reusable Blood Pressure Cuffs	2054	Large
Fecal Occult Blood Test Kits, InPatient and HomeUse	2055	Small
Bath-In-A-Bag	2056	Small
Resuscitator Bag, Disp	2059	Large
Walker, Invalid	2060	Large

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

**Prosthetic Item  
Product**

	<b>Contract # V797P-</b>	<b>Business Size</b>
Power Wheelchairs	9117	Large
Power Wheelchairs	9118	Large

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

**Direct Delivery:  
X-Ray**

None

**Ultrasound**

Aloka Company	6986A	Large
B-K Medical Systems	6987A	Large
Hitachi Medical Corporation of America	6991A	Large
Toshiba America Medical Systems, Inc.	6988A	Large
Philips Medical Systems	6993A	Large

**CT/MRI**

None

**Laundry Equipment**

None

**PACS**

None

**Nuclear Medicine**

None

**Radiation Therapy**

Computerized Medical Systems	6995A	Small
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**Replacement Glassware**

None

For additional information, contact Pat McKay at (708) 786-5251 or [Patricia.McKay@med.va.gov](mailto:Patricia.McKay@med.va.gov).

### ***National Acquisition Center Program Points of Contact:***

For additional program information, please contact the following:

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[Clinical Analyzers, Laboratory, Cost-Per-Test for Clinical Laboratory Analyzers](#)

[Medical Laboratory Testing and Analysis Services](#)

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[Pharmaceuticals and Drugs](#)

[Invitro Diagnostics, Reagents, Test Kits and Test Sets](#)

Sandra Perkins 708.786.4958 [Sandra.Perkins@med.va.gov](mailto:Sandra.Perkins@med.va.gov)

[Dental Equipment and Supplies](#)

[X-Ray Equipment and Supplies](#)

[Patient Mobility Devices \(includes Wheelchairs, Scooters and Walkers\)](#)

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