

Acquisition Update

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Your Source For Federal Health Care Contract Information

INSIDE THIS ISSUE

| |
|---|
| <i>FY 05 SDVOSB Contracting .. Pg 1</i> |
| <i>GSA Advantage! Pg 2</i> |
| <i>License Agreements Pg 3</i> |
| <i>Market Research Pg 4</i> |
| <i>On the Green Pg 5</i> |
| <i>JWOD Corner Pg 6</i> |
| <i>FSS & Socioeconomic Goals.. Pg 7</i> |
| <i>FSS SB Awards Pg 8</i> |
| <i>National Contract Awards Pg 11</i> |
| <i>DDC New Awards Pg 12</i> |

Please note:

The Acquisition Update will now be published semi-annually. The next edition will cover January-June.

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

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Department of Veterans Affairs

VA Led SDVOSB Contracting in FY 2005

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

On June 21, 2006, the Small Business Administration (SBA) released the FY 2005 Small Business Goaling Report and there is plenty of good news to go around:

- ✓ Small businesses received a record-breaking \$79.6 billion in prime contracts, up \$10 billion from FY 2004.
- ✓ Small business prime contracting dollars represented 25.4 percent of all contracting dollars, surpassing the statutory 23 percent goal for the third consecutive year.
- ✓ Contracts with Service-Disabled Veteran-Owned Small Businesses increased significantly, reaching \$1.9 billion, up from \$1.2 billion in FY 2004 and a 58 percent increase from the previous year.

Of the 18 agencies and departments reporting total procurement expenditures of \$1 billion or greater, VA was the leader in contracting with SDVOSBs. VA's SDVOSB accomplishments totaled 2.151 percent, followed closely by the

Department of State with SDVOSB accomplishments of 2.010 percent. The top five SDVOSB accomplishment leaders with procurement expenditures of \$1 billion and greater are found on page 2.

With \$9.8 billion in reported acquisitions, the goaling report shows that VA was the 4th largest buying activity in Government in FY 2005, behind the Department of Defense (\$218.9 billion), the Department of Energy (\$22.85 billion), and NASA (\$12.25 billion). These activities had SDVOSB accomplishments of 0.499 percent, 0.215 percent and 1.129 percent, respectively. Even at 0.499 percent, the Department of Defense's total expenditures with SDVOSBs exceeded \$1.093 billion, accounting for approximately 57 percent of all Federal expenditures with SDVOSBs. The Department of Homeland Security is the 5th largest buying activity; the Department of Health and Human Services the 6th with total expenditures of \$9.6 billion and \$9.2 billion, respectively in FY 2005.

The Secretary and Deputy Secretary of Veterans Affairs stated VA is to be the leader in contracting with SDVOSBs. VA was the leader in FY 2005 and continues to increase its accomplishments in this important socioeconomic category, but we still did not meet the statutory 3 percent goal. As of May 31, 2006, VA's FY 2006 SDVOSB accomplishments totaled 2.13 percent. We have every reason to be optimistic that VA will achieve, and perhaps even exceed the 3 percent goal in FY 2006. But this will require the continued commitment, dedication and vigilance of our acquisition professionals, heads of contracting activities, purchase card holders, and all decision makers involved in the acquisition process.

The accomplishments stated in the goaling report are different than those shown in VA's internal socioeconomic reports for FY 2005 and the goaling report shows about \$100 million less reported than on our internal socioeconomic reports. The reason for the difference is the goaling report backs out and excludes all dollars that are not eligible for small business programs, e.g., JWOD, FPI, etc., thereby reducing the base and increasing the accomplishments. VA's socioeconomic accomplishments report captures all data reported, including JWOD, FPI, etc.

I want to extend my personal thanks for everyone's continued support of small business programs, particularly of SDVOSB and Veteran-Owned Small Businesses. Thanks for making VA the leader last year, and let's work for a repeat with the added accomplishment of exceeding the 3 percent goal!

| <u>Dept/Agency</u> | <u>Proc. \$ Reported (billions)</u> | <u>SDVOSB Accomp.</u> |
|--------------------|---|-----------------------|
| VA | \$9.8 | 2.151% |
| State | \$2.109 | 2.010% |
| HUD | \$1.07 | 1.526% |
| Commerce | \$1.89 | 1.275% |
| GSA | \$4.3 | 1.203% |

GSAAdvantage! What to Report and Why

GSAAdvantage! is the Federal government's premier on-line shopping system for commercial products and services. Not only can you find thousands of products at competitive prices from Federal Supply Schedule (FSS) contractors, but also reliable stock and special order items from General Services Administration's (GSA) Global Supply program. When completing your FPDS transactions in IFCAP, however, it is very important that you report the appropriate contractor/vendor. Every item featured at the *GSAAdvantage!* store includes manufacturer part number, manufacturer name, contractor name, product name, description, delivery time, and price. If the item you place in your shopping cart shows the contractor "GSA Global Supply," then the Source Code you will select in IFCAP is 3 (GSA Supply Depot). If the item you place in your shopping cart shows the contractor other than "GSA Global Supply," then the Source Code you will select in IFCAP is 6 (Federal Supply Schedule). Items from contractors other than "GSA Global Supply" will always include size and socioeconomic codes. If you do not know what the codes mean, simply click the link and the list of codes will appear in a table format. Please use these codes when reporting your FPDS transactions in IFCAP. This will ensure that your FPDS data is accurate and we get full credit for meeting our agency goals. If you have any questions about shopping at the *GSAAdvantage!* store, please contact Mary E. Haefner, National Acquisition Center at (708) 786-5210 or mary.haefner@va.gov.

An empowered organization is one in which individuals have the knowledge, skill, desire, and opportunity to personally succeed in a way that leads to collective organizational success.

Stephen R. Covey

Don't Just Sign It!

By: Justina Hamberg, Procurement Analyst, OA&MM,
Acquisition Assistance Team (049A5D)

If you've been asked recently to sign a license agreement, you were probably asked by a contractor who said something like, "Thanks for the PO. Oh, by the way, I need you to sign this agreement and then I can make delivery. Go ahead and sign it; other VA offices have agreed to it without any problems." If you signed it, thinking that it must be ok if other VA offices have signed it, consider the impact. Is it a binding contract? Well, it depends. If you're a warranted contracting officer, it could be. So if you're not a warranted contracting officer and the contractor asks you to sign it, maybe you're thinking that it probably *isn't* a binding contract, right? Well, it depends.

If you signed it without a contracting officer's warrant and the Government benefited from using the licensed item, it's possible that we're looking at a ratification. A ratification requires approval pursuant to VAAR 801.602-3, VA Directive and Handbook 7401.7, Unauthorized Commitments and Ratification. Either way, legal counsel needs to examine the license agreement to see if it's enforceable and/or if there are any harmful terms or conditions.

I'd like to point out one thing before I go on. If you noticed, I didn't refer to these agreements as *software* license agreements, but merely license agreements. Chances are the license agreements you've seen in the past *were* for software. But more and more companies lately are using license agreements for other things that a few years ago didn't require license agreements - things such as a training course on the Internet or on a CD-ROM, a book on CD-ROM containing information on pharmaceuticals, or a subscription to an on-line database.

Now why, you ask, would a company want to use a license agreement for a training course or an "e-book"? It seems silly to complicate a simple transaction with a license agreement. It's been a while since I went to college, but I sure don't remember having to sign a license agreement for any of my courses. And bookstores today don't ask me to sign a license agreement when I buy a book. So why

are license agreements starting to pop up in these transactions? From the contractor's perspective, it's simple. The contractor is trying to protect its intellectual property. I'm not going to bore you with a discussion of intellectual property and copyrights. But it's clear that concern over intellectual property rights, brought to us through information technology, is definitely making its way into mundane areas previously unheard of. Regardless of what the license agreement is for, *don't just sign it*. Read it, and beware. If you don't understand what it says, send it to your procurement analyst for review, who in turn will forward it to legal counsel. Better yet, even if you do understand what it says, send it to your procurement analyst anyway. The VAAR requires a legal/technical review of any proposed agreement that is unique, novel, or unusual. For now, a license agreement (other than for software) for something like a training course or a book would be considered unique, novel, or unusual.

Back to the terms of license agreements - there are some terms that are commonly found in license agreements. Some of them violate federal laws and regulations, which is one of the reasons you shouldn't just sign them willy-nilly. For one thing, if you issued an order valued at more than \$2,500 for a training course, for example, your order would've included FAR 52.212-4, Contract Terms and Conditions -- Commercial Items. This clause contains certain paragraphs that we cannot tailor because they implement statutory requirements, such as Assignments, Disputes, Payment, Invoice, Other Compliances, and Compliance with laws unique to Government contracts. Chances are, the license agreement also includes a clause stating when payment is due, which I would bet is contrary to the Payment and Invoice paragraphs in 52.212-4. The license agreement also probably includes a clause that says if we ("the Customer) breach any of the terms or conditions in the agreement, the contractor can do terrible things to us like terminate the agreement or demand that we return the training course or the e-book. Sounds like the clause completely disregards the Contract Disputes Act, right? Right.

Then there's an automatic renewal clause that may not be in a license agreement for a training course or a book, but it's a common clause in *software* license agreements and it's so egregious that I feel the need to mention this. An automatic renewal clause typically requires us ("the Customer") to agree that the license will renew automatically every year so there's no worry about having the right to continue to use the software. And, the contractor ("the Licensor") will just send you an invoice every year. Smooth. You might think there's nothing wrong with this because it saves you time and effort in remembering to renew the license. Not so – it's very *bad* for us. It violates the Anti-Deficiency Act (ADA). How so? The clause contractually obligates the Government to another year for which there may not be any funds available. Trust me, you don't want to find yourself on the wrong side of the ADA; violators may incur criminal penalties.

Then you might ask, if the license agreement includes clauses that violate federal laws and regulations, wouldn't that mean the license agreement is unenforceable? Not necessarily. Some license agreements address this with a clause; something to the effect that if certain terms and conditions are not enforceable, they shall be stricken and the remaining terms and conditions are enforceable. The hope is that some part of the license agreement survives. The problem is we may have to go to federal court to assert that those clauses are unenforceable. That's time, money and effort we could all save if we don't agree to these bad clauses in the first place.

A related clause in most license agreements is an "Entire Agreement" clause that voids any other contract or understanding between the parties relating to the licensed property. The effect here (or, at least what the contractor hopes is the effect) is that this clause voids the order or contract *you* awarded. It's debatable whether this clause could stand in federal court, but until a federal judge deems it unenforceable, the contractor may stick his tongue out at you (figuratively, one would hope) and behave as if the license agreement stands alone and your order or contract doesn't mean anything.

One other thing worth mentioning: if you sign a license agreement, *and* you don't make it a part of your order or contract, you may have just created a

second contract. Egad! - now what? Which one prevails – the license agreement or your order/contract? That's where your trusty legal counsel comes in. So the next time a contractor asks you to sign a license agreement – send it for review. **DON'T JUST SIGN IT!**

Market Research – Not Just a Pre-Award Activity

By William Cox, Acquisition Assistance Div., Austin, TX

We usually think of market research as a pre-award contracting activity even though FAR Part 10 requires agencies to conduct market research on an ongoing basis. The general purpose of market research is to determine if sources capable of satisfying the agency's requirements exist and to evaluate the research information with regard to commercial availability, commercial practices, and the impact of bundling. The results of market research are necessary to complete each of the following documents from the identification of a need through contract closeout:

Requirements documents, including work statements, statements of objectives, and all solicitations require market research to promote full and open competition and only include restrictive provisions or conditions to the extent necessary to satisfy the needs of the agency or as authorized by law (FAR 11.002, 11.103, and 11.105). Proposed and negotiated terms and conditions, especially provisions tailored in FAR Part 12 procurements, evaluation criteria, and the contract type are all determined in part by market research.

Acquisition plans shall address the extent and results of market research and indicate its impact on plan elements (FAR 7.105(b)).

VA Forms 2268 require the results of market research to justify small business programs decisions and the impact on bundling.

J&A's require a written description of the market research conducted and the results or a statement of the reason market research was not conducted (FAR 6.303 and FAR 8.405-6).

Exercising Options may not be the best action if current market research shows a new solicitation is expected to produce a better price or more advantageous offer than the option. If it is anticipated that the best price and offer available is the option, the contracting officer should not use this method of testing the market.

Market research and its associated documentation are the foundation of all procurements.

On The Green

Rock Island National Cemetery Achieves “Gold” for Green Purchasing Efforts

At the 2006 Department of Veterans Affairs (VA) Environmental Excellence Awards ceremony, the Rock Island National Cemetery in Rock Island, IL, received top honors in the category of Green Purchasing. Mr. W. Scott Lamb and his colleague, Kenneth Nussear (ret.) initiated the award-winning effort at Rock Island, demonstrating that the use of recycled content products, in this case recycled plastic lumber, is a process that can be used in a practical and cost-effective way throughout National Cemetery system operations.

Messrs. Lamb and Nussear evaluated, purchased, and, in some cases, built trash and floral cone receptacles, protective headstone covers, directional street signs, and “stone plugs” out of recycled plastic lumber. These items would normally require the use of non-environmentally-preferable materials. Following the successful testing at Rock Island, the plastic lumber items were approved for use at satellite cemeteries, including a Confederate cemetery and Quincy and Keokuk National Cemeteries. This award-winning project has improved the appearance of these cemeteries and has reduced operations, maintenance, and replacement costs for wood products.

Mr. Lamb and Rock Island National Cemetery Director Sean Baumgartner, attended the awards ceremony at VA Central Office, which was held on April 20, in conjunction with Earth Day. Awards were presented in four categories by the Honorable Robert J. Henke, Assistant Secretary for Management and VA Environmental Executive, and the Federal

Environmental Executive, Edwin Piñero. The recognition didn’t stop there.

As a winner of the VA Environmental Excellence Awards Program, Rock Island went on to compete in one of the Nation’s most prestigious environmental awards program, the White House Closing the Circle Awards Program. Although the focus this year was on the purchase of biobased products, the cemetery won an Honorable Mention for the Recycled Plastic Lumber Use project.

All members of the VA acquisition community are encouraged to participate in the VA Environmental Excellence Awards Program and showcase their Green Purchasing activities.

The deadline for submittal of nominations is December 5. For further information, contact Barbara Matos, Environmental Program Specialist, Office of Acquisition and Materiel Management (OA&MM), at (202) 273-6121 or barbara.matos@va.gov, or visit OA&MM’s Environmental Affairs – Greening VA Web site at http://vaww1.va.gov/oamm/pmo/material_mgmt_serv_ice/material_policy/environmental_affairs.htm.

Green Purchasing and the Environmental Stewardship Scorecard

The profile of Federal green purchasing was raised considerably this year with the issuance of a new Environmental Stewardship Scorecard by the Office of Management and Budget (OMB). For the first rating period, the Department of Veterans Affairs (VA) received an overall score of “Yellow,” with “Green” for progress. Green purchasing is one of five elements on which VA is being scored. To remain “Green” in this area, the Office of Acquisition and Materiel Management (OA&MM) is expanding on Department-level policy governing green purchasing and drafting guidance on conducting self-assessments of VA contracts for compliance with all green purchasing requirements.

VA Directive 0052, Affirmative Procurement, Recycling, and Waste/Pollution Prevention Programs, currently provides policy on recycled content products, Energy Star® and energy-efficient products, biobased products, and environmentally preferable products and services. The directive and

accompanying handbook will be revised to reflect the full scope of the Federal Green Purchasing Program, which also includes alternate fuels vehicles and alternate fuels, non-ozone depleting substances, and alternatives to priority chemicals such as mercury and lead. The guidance on self-assessments will enable staff offices and field facilities to identify areas of strengths and weaknesses and to ensure continual improvement and progress in “greening” VA contracts.

OA&MM is also working with the Veterans Health Administration and the National Cemetery Administration on pilot projects using biobased products. To enable VA purchasers to more easily find green purchasing information, tools, and resources, OA&MM has “soft-launched” a new Green Purchasing Home Page on the Environmental Affairs Greening VA Web site at http://vaww1.va.gov/oamm/pmo/material_mgmt_serv/materiale/policy/ea_GreenPurchasing.htm.

Readers are invited to visit the site and provide feedback on the content, including suggestions for improvement to Barbara Matos at barbara.matos@va.gov.

The other elements of the Environmental Stewardship Scorecard are Environmental Management Systems, green buildings, electronics stewardship, and compliance management. This is one of three new OMB Executive Management Scorecards, along with Energy Management and Transportation Management. Agencies are scored twice annually - in January on status and progress and July on progress.

Stay tuned for future updates on OA&MM’s green purchasing initiatives and scorecard progress.

States Trivia...[Wyoming](#)

- Wyoming was the first state to give women the right to vote.
- The Red Desert in south central Wyoming drains neither to the east nor to the west. The continental divide splits and goes around the desert on all sides leaving the basin without normal drainage.
- Wyoming has the lowest population of all 50 United States.
- Yellowstone is the first official National Park (1872)

JWOD Corner

JWOD Program Products are Easy to Find

Quality SKILCRAFT® and other Javits-Wagner-O’Day (JWOD) products are available through a variety of distribution channels to better meet your purchasing needs!

JWOD products are available through Federal distribution channels, such as GSA Global Supply (www.gsaglobalsupply.gsa.gov), *GSA Advantage!* (www.gsaadvantage.gov), and the DoD EMALL (www.emall.dla.mil); authorized JWOD commercial distributors, including both large and small businesses, many of which are also on GSA Schedule; JWOD.com, which has the most comprehensive listing of JWOD products and is also on GSA Schedule; and Base and Federal Supply Centers, more than 100 of which are operated by JWOD-participating nonprofit agencies. These various distribution channels provide purchase card holders with the options they need to meet their JWOD purchasing requirements as well as support the JWOD Program mission of creating employment opportunities for people who are blind or have other severe disabilities.

For a complete listing of JWOD distribution channels, including the most current listing of authorized JWOD commercial distributors and their contact information, please visit www.jwod.gov/distributors.

For more information on the JWOD Program please visit www.jwod.gov or contact Stephanie Lesko at slesko@jwod.gov or (703) 603 - 2146.

[Illinois](#)

- Ottawa, Freeport, Jonesboro, Charleston, Galesburg, Quincy and Alton hosted the famous Lincoln-Douglas debates that stirred interest all over the country in the slavery issue.
- The first Aquarium opened in Chicago, 1893.
- The world’s first Skyscraper was built in Chicago, 1885.
- The round Silo for farm storage of silage was first constructed on a farm in Spring Grove.

The Federal Supply Schedule Program Can Help To Meet Your Socioeconomic Goals

The Federal Supply Schedule (FSS) Program has several ways to meet your socioeconomic goals. Orders placed against the FSS may be credited towards the ordering activity's small business goals. The schedules provide small businesses the opportunity to send quotes on requirements for medical products and services. On certain schedules there are some Special Item Numbers (SINs) for medical products that are set aside for small business participation only.

Socioeconomic goals can also be met under FSS Contractor Team Arrangements (CTA) that allows more opportunities for small and small disadvantaged businesses. The CTA allows the contractor to meet the government agency's needs by providing a total solution that combines the supplies and/or services from the team member's separate VA/GSA Schedule contracts. It permits contractors to complement each other's capabilities to compete for orders for which they may not independently qualify. For example, a small business FSS contractor that provides nursing services can team up with another FSS contractor that provides physicians to meet government agency needs. For additional information on CTA, see FAR 9.601 or visit General Services Administration website at www.gsa.gov.

Proposed task or delivery orders may not be set aside; however, the ordering activities should consider socio-economic status when identifying FSS contractors for consideration or competition for award on an order or Blanket Purchase Agreement in accordance with FAR 8.405-5. The ordering activity should consider at least one small business, veteran-owned small business, HUBZone small business, women-owned small business or small disadvantaged business schedule contractors.

VA's Contract Catalog Search Tool at www.va.gov/vastorenac allows your facility to browse on-line professional services, medical/ surgical and pharmaceutical products available under FSS contracts. The search tool allows the user to locate

items using a variety of search criteria, including item description, SIN and contract number. Detailed information is available regarding both the item and the vendor, including contract number; contractor name; contact terms; ordering information; vendor point-of-contacts; NAC contracting officer information; and the program/schedule under which it is awarded.

The Socioeconomic Contract Search option is also included, which is designed to assist your facility in identifying the small business contract sources that could boost your facility's socioeconomic accomplishments. This search identifies all of NAC's FSS and national contract awards to small businesses (SB) including small disadvantaged (SDB), women-owned (WOSB), veteran-owned (VOSB), service-disabled veteran-owned (SDVOSB), 8(a), and Historically Under-utilized Business Zone (HUBZone). You can search by commodity description, SIN, or socio-economic status.

VA's mission is to serve veterans and to promote small business opportunities with special interest to veteran-owned small businesses and service-disabled veteran-owned small businesses. Since October 2005, 114 small businesses have been awarded contracts under the FSS program with FY 06 sales totaling \$765,014.. The sales for VOSB are \$250,018.00 and SDVOSB \$19,350.00.

VA will continue to promote and support small businesses under the FSS Program. See [page 8](#) for a list of FSS small business contract awards.

Alabama

- Alabama workers built the first rocket to put humans on the moon.
- The world's first Electric Trolley System was introduced in Montgomery in 1886.
- In 1902 Dr. Luther Leonidas Hill performed the first open heart surgery in the Western Hemisphere by suturing a stab wound in a young boy's heart. The surgery occurred in Montgomery.
- The Birmingham Airport opened in 1931. At the time of the opening a Birmingham to Los Angeles flight took 19 hours.

FSS Small Business Contract Awards

For complete information, go to the National Acquisition Center Contract Catalog Search Tool at www1.va.gov/nac or www.va.gov/vastorenac.

GSA Schedules E-library is also available at www.gsaelibrary.gsa.gov/ElibMain/ElibHome.

621 I

Professional Medical Healthcare Services

| | Contract# V797P- | Business Size | Effective Award Dates |
|---|-----------------------------|--------------------------|----------------------------------|
| Advantage RN | 7038a | SB | 1/20/06–1/19/11 |
| Central Care Nursing, Inc. | 7050a | SDB/8a/WOSB | 5/8/06-5/14/11 |
| HealthCare Partners, Inc. | 7045a | WOSB | 3/3/06-3/14/11 |
| J. Stephens Mayhugh & Associates, Inc. | 7035a | WOSB | 10/21/05-10/31/10 |
| Master Staffing, Inc. | 7044a | SDB/WOSB | 1/21/06-2/22/11 |
| Metropolitan Nursing, LLC | 7036a | WOSB | 10/31/05-10/31/10 |
| Reliable Nursing Service, Inc. dba RN Travel Connect | 7042a | SB | 12/8/05-12/14/10 |
| Southern Crescent Personnel, Inc. | 7049a | WOSB | 3/31/06-3/31/11 |
| Staff Source, Inc. | 7043a | VOSB | 2/12/06-2/28/11 |
| StatGroup LLC, dba TechStat | 7048a | VOSB | 3/16/06-3/19/11 |
| SOS Nursing Services, Inc. | 4771a | WOSB | 10/13/05-2/24/10 |
| Temps, Inc. | 7051a | SB | 4/5/06-4/14/11 |
| The Okafor Group, Inc | 7052a | SDB/8a | 5/24/06-5/31/11 |

65 II A

Medical Equipment and Supplies

| | Contract# V797P- | Business Size | Effective Award Dates |
|----------------------------------|-----------------------------|--------------------------|----------------------------------|
| Alliance Tech Medical | 4856a | SDB | 11/2/05-11/14/10 |
| American Health Products Corp | 4861a | SB | 12/1/05-11/30/10 |
| American Tristar Distribution | 4872a | SDVOSB | 12/23/05-12/31/10 |
| Anchor Medical Supply, Inc. | 4930a | WOSB | 5/26/06-6/14/11 |
| Andover Coated Plastics, Inc. | 4908a | SB | 4/10/06-4/14/11 |
| Apothecary Products, Inc. | 4847a | VOSB | 10/17/05-10/31/10 |
| Avocet Polymer Technologies | 4924a | SB | 5/22/06-5/31/11 |
| Banyan International Corporation | 4902a | SB | 3/29/06-3/31/11 |
| Bed-Check Corporation | 4913a | WOSB | 4/24/06-4/30/11 |
| Bedge, Inc. | 4927a | SB | 5/25/06-6/14/11 |
| BioDerm, Inc. | 4929a | SB | 5/25/06-6/14/11 |
| Biofeedback Resources Intl | 4892a | VOSB | 3/9/06-3/14/11 |
| Blackburns Physicians Pharmacy | 4865a | SB | 1/10/06-1/14/11 |
| BPI, Inc. | 4891a | WOSB | 3/9/06-3/14/11 |
| Commonwealth Enterprises, Inc. | 4931a | SDB/WOSB | 5/26/06-6/14/11 |
| Cone Instruments, Inc. | 4910a | SB | 4/19/06-4/30/11 |
| Criticare Systems, Inc. | 4897a | SB | 3/16/06-3/31/11 |
| CSMi Medical Solutions | 4911a | SB | 4/20/06-4/30/11 |
| Cunningham Woodland, Inc. | 4877a | VOSB | 1/30/06-1/31/11 |

| | | | |
|---------------------------------------|-------|--------------------|-------------------|
| EMS Safety Services | 4883a | SDB/WOSB | 2/9/06-2/14/11 |
| Geo-Med, LLC | 4850a | SDVOSB | 10/31/05-10/31/10 |
| GSC Manufacturing, Inc. | 4916a | WOSB | 5/10/06-5/14/11 |
| H&H Associates | 4880a | SB | 2/15/06-2/14/11 |
| Harbor Medical, Inc. | 4875a | WOSB | 1/17/06-1/31/11 |
| IMDP | 4848a | SB | 10/28/05-10/31/10 |
| Independent Concepts, Inc. | 4874a | VOSB | 1/12/06-1/14/11 |
| Instrument Specialists, Inc. | 4899a | WOSB | 3/24/06-3/31/11 |
| JS Surgical, LLC | 4846a | SDB/VOSB | 10/11/05-10/31/10 |
| LaserBand, LLC | 4870a | VOSB | 12/23/05-12/31/10 |
| Lifeguard, LLC | 4849a | SB | 11/7/05-11/14/10 |
| LifeSavers, Inc. | 4905a | SB | 3/31/06-4/14/11 |
| Lingraphicare America | 4886a | SB | 2/21/06-2/28/11 |
| Medgluv, Inc. | 4914a | SB | 4/25/06-4/30/11 |
| Medgyn Products, Inc. | 4867a | SB | 12/5/05-12/14/10 |
| Medispec, Ltd. | 4933a | SB | 5/31/06-5/31/11 |
| MedServ International | 4860a | SB | 11/15/05-11/14/10 |
| Mercy Medical Equipment | 4855a | SDB/HUBZone | |
| | | 8a/WOSB | 11/1/05-11/14/10 |
| Millennium Medical Products | 4882a | VOSB | 2/7/06-2/28/11 |
| Normatec | 4864a | WOSB | 12/13/05-12/14/10 |
| Northfield Medical | 4845a | WOSB | 10/6/05-10/14/10 |
| Nuvo, Inc. | 4923a | SB | 5/26/06-5/31/11 |
| Pharmed Group Corp | 4858a | SB | 11/5/05-11/14/10 |
| Pinnacle Medsource | 4920a | SB | 5/12/06-5/14/11 |
| Principle Business Enterprises, Inc. | 4889a | WOSB | 2/22/06-2/28/11 |
| Pro-Bed Medical Technologies, Inc. | 4928a | SB | 5/25/06-6/14/11 |
| R/X Automation Solutions | 4859a | SB | 11/14/05-11/30/10 |
| Radia Enterprises dba Career Uniforms | 4881a | SDB/8a | 2/15/06-2/14/11 |
| Responsive Respiratory, Inc. | 4918a | VOSB | 5/30/06-5/14/11 |
| Roos Group, Inc. | 4912a | SDVOSB | 4/21/06-4/30/11 |
| Rush Ophthalmics, Inc. | 4871a | VOSB | 12/29/05-12/31/11 |
| Special Made Goods & Services | 4863a | SB | 11/30/05-12/14/10 |
| SPSmedical Supply Corporation | 4932a | WOSB | 5/26/06-5/31/11 |
| Stealth Surgical | 4884a | SB | 2/13/06-2/28/11 |
| Superior Surgical, LLC | 4901a | SB | 3/30/06-4/14/11 |
| Surgical Tables, Inc. | 4904a | SB | 4/3/06-4/14/11 |
| Tactical Medical Solutions, Inc. | 4909a | WOSB | 4/7/06-4/14/11 |
| The Med-Design Corporation | 4885a | SB | 2/9/06-2/28/11 |
| The Seaberg Company | 4917a | SB | 5/10/06-5/14/11 |
| The Surgical Equipment People | 4900a | SB | 3/30/06-3/31/11 |
| Tiara Medical Systems, Inc. | 4852a | SB | 10/28/05-11/14/10 |
| Total Repair Express | 4879a | SB | 2/9/06-2/14/11 |
| Tronex, Inc. | 4868a | SB | 12/19/05-12/18/10 |
| Tytex, Inc. | 4878a | SB | 2/3/06-2/14/11 |
| U.S. Orthotics, Inc. | 4862a | SB | 12/1/05-11/30/10 |
| Vaz Medical & Industrial Safety, Inc. | 4893a | SDVOSB/ HUBZone | 3/13/06-3/14/11 |

| | | | |
|---|-------------------|-----------------|--------------------|
| Veterans Imaging Products | 4895a | SDVOSB | 3/14/06-3/14/11 |
| VQ Co., Inc. dba CardioQuickSys | 4906a | SB | 4/4/06-4/14/11 |
| WECsys LLC | 4887a | SDB/8a | 2/21/06-2/28/11 |
| Windham Medical Supplies & Services | 4898a | VOSB | 3/21/06-3/31/11 |
| WV IV Pro, Inc. | 4873a | WOSB | 12/29/05-1/14/11 |
| 65 II C | Contract # | Business | Effective |
| Dental Supplies | V797P- | Size | Award Dates |
| American Eagle Instruments, Inc. | 3078m | SB | 12/7/05-12/14/10 |
| American Tooth Industries | 3076m | SB | 11/28/05-11/30/10 |
| Imaging Sciences International, Inc. | 3086m | SB | 1/31/06-1/31/11 |
| Impex WorldWide, Inc. | 3090m | 8a | 4/7/06-4/30/11 |
| MRLB International DentaPure | 3081m | SB | 12/14/05-12/14/10 |
| Progeny, Inc. | 3074m | SB | 11/22/05-11/30/10 |
| 65 Part 1B | Contract # | Business | Effective |
| Pharmaceuticals | V797P- | Size | Award Dates |
| Alliant Pharmaceuticals, Inc. | 5686x | SB | 11/1/05-11/14/10 |
| Blansett Pharmacal CO., Inc. | 5822x | SB | 11/14/05-11/30/10 |
| Kanica Group, LLC | 5904x | SB | 5/10/06-5/14/11 |
| Medical Nutrition USA, Inc. | 5872x | SB | 11/10/05-11/14/10 |
| Nitromed | 5861x | SB | 11/2/05-11/14/10 |
| Solstice Neurosciences, Inc. | 5786x | SB | 12/19/05-12/31/10 |
| ViroPharma, Inc. | 5801x | SB | 12/13/05-12/31/10 |
| 65 Part VII | Contract# | Business | Effective |
| Invitro Diagnostics/Reagents | V797P- | Size | Award Dates |
| Accuracy-One, Inc. | 5892x | WOSB | 3/31/06-4/14/11 |
| LaFayette Medical Enterprises, Inc. | 5880x | VOSB | 11/25/05-11/30/10 |
| Scigen, Inc. | 5873x | SB | 11/3/05-11/14/10 |
| Spectrum Laboratory Products, Inc. | 5903x | WOSB | 4/25/06-4/30/11 |
| 65IIF | Contract # | Business | Effective |
| Patient Mobility Devices | V797P- | Size | Award Dates |
| (Including wheelchairs, scooters, walkers, etc.) | | | |
| Amigo Mobility International, Inc. | 3096m | SB | 5/18/06-5/31/11 |
| Aracent Healthcare LLC | 3091m | SB | 4/13/06-4/14/11 |
| ATV Solutions | 3080m | SDB/VOSB | 12/13/05-12/31/10 |
| Blue Chip Medical Products, Inc. | 3085m | SB | 1/10/06-1/14/11 |
| Bodypoint, Inc. | 3069m | SB | 10/11/05-10/14/01 |
| Crown Therapeutics, Inc. | 3071m | SB | 10/5/05-10/14/10 |
| Helvetia Development Company LLC | 3095m | WOSB/HUBZone | 5/9/06-5/14/11 |
| Leisure-Lift | 3072m | VOSB | 10/5/05-10/14/10 |
| Nuprodx, Inc. | 3087m | SB | 4/4/06-4/14/11 |
| Prairie View Industries | 3088m | SB | 5/25/06-6/14/11 |
| The Buzz Corporation | 3089m | SB | 4/6/06-4/14/11 |
| WECSYS LLC | 3082m | SDB/8a | 3/3/06-2/28/11 |

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

New National Contract Awards

Listed below are contracts with effective award dates of 01/01/06. For complete information, go to www.va.gov/oamm/nac or www.va.gov/vastorenac.

| Pharmaceutical Items: Product | Contract # V797P- | Business Size | Award Date Effective Dates |
|--|------------------------------|--------------------------|---------------------------------------|
| Repackaging & Distribution Service | 9191 | Small | 3/6/06-3/5/07 |
| Flu Vaccine | 9195 | Large | 4/6/06-12/31/06 |
| Flu Vaccine | 9196 | Large | 4/6/06-12/31/06 |
| Bottles & Safety Caps (Controlled Substance) | P-0017 | Small | 5/1/06-4/30/07 |
| Bottles, Safety Cap | P-0018 | Large | 5/1/06-4/30/07 |
| Isosorbide Mononitrate SA Tablets | P-0019 | Large | 5/1/06-4/30/07 |
| Etodolac Caps & Tabs, Etodolac SA Tabs | P-0020 | Large | 5/31/06-5/30/07 |
| Valproic Acid Capsules | P-0023 | Large | 6/5/06-6/4/07 |
| Hydrochlorothiazide Tablets | P-0022 | Large | 7/1/06-6/30/07 |
| Vials & Caps | P-0024 | Large | 7/17/06-7/16/07 |

For additional information, contact Deborah Koval at (708) 786-4383 or Deborah.Koval@va.gov

| Prosthetic Items: Product | Contract # V797P- | Business Size | Effective Award Dates |
|--------------------------------------|------------------------------|--------------------------|----------------------------------|
| Hips and Knees 3 | 9188 | Large | 3/1/06-6/6/07 |
| Nebulizer Kits, Disposable | 9197 | Large | 6/30/06-7/3/07 |

For additional information, contact Kimberly Cowan-Tucker at (708) 786-5136 or Kimberly.Cowan-Tucker2@va.gov

| Blanket Ordering Agreements: Product | Contract # | Business Size | Effective Award Dates |
|---|-------------------|--------------------------|----------------------------------|
| Specimen Container | VA797-BO-0020 | Small | 5/15/06-5/14/11 |

| Blanket Purchasing Agreements: Product | Contract # V797P- | Business Size | Effective Award Dates |
|---|------------------------------|--------------------------|----------------------------------|
| Oto/Ophthalmoscopes & Accessories | 2088 | Large | 3/1/06-2/28/11 |
| Specimen Container Commode | 2090 | Large | 3/1/06-2/28/11 |
| Alcohol Pads (Sterile) | 2093 | Large | 3/15/06-3/14/11 |
| Applicator Cotton Tipped | 2094 | Large | 4/1/06-3/31/11 |
| Anti-Embolism Stocking | 2095 | Large | 3/1/06-2/28/11 |
| Mid-Stream Specimen Container | 2096 | Large | 3/15/06-3/14/11 |
| Blast Chiller | 2099 | Small | 5/3/06-5/2/11 |

**Medical/Surgical:
Product**

| Product | Contract # V797P- | Business Size | Effective Award Dates |
|--|------------------------------|--------------------------|----------------------------------|
| Vaginal Speculums | 2081 | Small | 2/15/06-2/14/07 |
| Latex Free Tourniquets | 2085 | Small | 3/1/06-2/28/07 |
| General Purpose Blankets-Thermal/Spreads | 2080 | Small | 2/21/06-2/20/07 |
| Tongue Depressors, Sterile | 2087 | Small | 3/1/06-2/28/07 |
| Stretchers, Multi-Purpose | 2091 | Large | 3/1/06-2/28/07 |
| Lancets, Finger Stick Safety | 2092 | Small | 3/15/06-3/14/11 |
| Irrigation Kits | 2086 | Large | 3/15/06-3/14/11 |
| Label-Lab Specimen | 2097 | Small | 6/1/06-5/31/07 |
| Specimen Container, 24 hour | 2098 | Small | 5/15/06-5/14/07 |
| Patient Bath Towels & Washcloths | 2100 | Small | 8/26/06-8/25/07 |

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

New Denver Distribution Center Awards

Listed below are contracts with effective award dates of 01/01/06-06/30/06. For additional information, contact the VA Denver Distribution Center (DDC) at (303) 914-5180.

| Product | Contract # V791P- | Business Size | Award Date Effective Dates |
|-----------------------------|------------------------------|---------------------------------|---------------------------------------|
| Hearing FM Package | 0345 | Small | 4/1/06-3/31/07 |
| Hearing FM Package | 0346 | Small | 4/1/06-3/31/07 |
| Cochlear Implants | 0340 | Large | 2/1/06-1/31/07 |
| Cochlear Implants | 0341 | Small | 2/1/06-1/31/07 |
| Cochlear Implants | 0342 | Small | 2/1/06-1/31/07 |
| Assistive Listening Devices | 0349 | Small | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0350 | Small, Woman Owned | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0351 | Small, Service Disabled Veteran | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0352 | Small, Woman Owned | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0353 | Small, Woman Owned | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0354 | Small | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0355 | Small, Veteran, Woman Owned | 4/1/06-3/31/07 |
| Assistive Listening Devices | 0356 | Small | 4/1/06-3/31/07 |
| Hearing Aids | 0326 | Small | 1/1/06-12/31/06 |
| Hearing Aids | 0328 | Large | 1/1/06-12/31/06 |
| Prosthetic Socks | 0343 | Small, HUBzone, Veteran Owned | 4/1/06-3/31/07 |
| Prosthetic Socks | 0344 | Small | 4/1/06-3/31/07 |
| Stump Shrinkers | 0347 | Small, Woman Owned | 4/1/06-3/31/07 |
| Stump Shrinkers | 0347 | Small, HUBzone, Veteran Owned | 4/1/06-3/31/07 |