

VA National Acquisition Center's (NAC)

# FEDERAL SUPPLY SCHEDULE (FSS)

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## VA's New Strategy

### VA Unveils a New Contracting Strategy to Help Veteran-Owned Small Businesses



On July 20, 2010, the Secretary of the Department of Veterans Affairs (VA), Mr. Eric K. Shinseki, announced a new contracting strategy that will seek to improve the Department's execution of information technology (IT) projects and advance top-priority

programs for Veterans. The new contracting strategy will be known as Transformation Twenty-One Total Technology (T4), which is focused on giving Veteran-Owned Small Businesses more opportunities to support the VA.

According to Secretary Shinseki, the VA will soon issue a request for proposal in order to establish a five-year program of multiple awards to responsible firms that will operate as prime contractors or subcontractors to meet the full range of the VA's long-term technology needs. T4 will award up to 15 prime contracts, of which at least four are reserved for Service-Disabled Veteran-Owned Small Businesses and three for Veteran-Owned Small Businesses.

The acquisition strategy provides Veteran-Owned Small Businesses with greater opportunities to compete as prime contractors. Over the five year contract period of performance, the VA anticipates that the program may approach \$12 billion in support of IT programs. According to Secretary Shinseki, "Large firms awarded prime contracts will have very aggressive subcontracting goals for both Small and Veteran-Owned businesses. In order to ensure that the subcontracting goals are met, the VA will have the right to reserve set-asides for those businesses at the task-order level."

- [View the Official News Release](#)
- [View the T4 Solicitation on Fedbizopps](#)

## Training Topic

### Dun & Bradstreet (D&B)

#### ▪ What is Dun & Bradstreet (D&B)?

D&B is a private company that was founded by Lewis Tappan on July 20, 1841, under the banner of The Mercantile Agency, which was one of the first agency's that primarily focused on compiling and providing business information for customers. After going through a few name transformations, D&B ultimately emerged as a result of a merger between R.G Dun & Company and The Bradstreet Companies. Today, D&B is a US based financial data publishing firm that supplies corporate credit reports and ratings for over 150 million businesses and corporations across the globe from its two segments: (1) North America, which consists of the operations in the US and Canada, and (2) International, which consists of the operations in Europe, Asia Pacific and Latin America.

#### ▪ What is the D&B Data Universal Numbering System (DUNS)?

A DUNS number is a unique, non-indicative 9-digit identifier issued and maintained by D&B that verifies the existence of a business entity globally. D&B assigns DUNS numbers for each physical location of a business. The unique Data Universal Numbering System allows each registered company to have a report created by D&B that provides a breakdown of the company's history, operating information, and financials. The D&B report also provides the ratings on estimated financial strength (a credit report), promptness of payments, and capital adequacy, plus statistical data, such as financial performance ratios.

#### ▪ Why are FSS contractors required to have a DUNS number?

In order to establish a FSS contract, registration in the Central Contractor Registry (CCR) is mandatory, which requires a firm to possess a DUNS number in order to register in the CCR. Please note that CCR is the primary registrant database for the US Federal Government. CCR collects, validates, stores, and disseminates data in support of agency acquisition missions, including FSS contracts. When submitting an offer to the FSS, all potential contractors are required to register in CCR before an FSS contract can be awarded. In addition, all CCR registrants are required to update or renew their registration in the database annually. Therefore, please be sure to verify that your firm's information is current in CCR ([www.ccr.gov](http://www.ccr.gov)).

- [D&B Website](#)
- [The History of D&B](#)
- [Important Information About D&B](#)
- [D&B Frequently Asked Questions](#)

## VA FSS Working For You

### VA Sales Reporting System

In partnership with the General Services Administration (GSA), the Department of Veterans Affairs (VA) Federal Supply Schedule (FSS) will now collect quarterly sales report figures and Industrial Funding Fee (IFF) quarterly payments through a new GSA/VA Sales Online Portal: <https://vasalesportal.gsa.gov/>. As such, VA FSS contractors will be transitioning to use this new portal in order to submit their sales reports and IFF payments electronically, which will streamline the sales reporting process and ensure more efficiency in the management of the VA FSS program. Please note that VA FSS contractors will not face any charges for reporting or submitting payments through the electronic Sales Portal.

Currently, several VA FSS contractors are participating in a pilot of the portal and are utilizing the online Sales Reporting System. In order to address any possible problem/glitch, VA FSS contractors are being gradually phased into the system by schedule. For instance, all VA FSS contractors under the 621I Professional Services schedule will be required to submit their 3<sup>rd</sup> quarter sales report through the online portal. Please review the schedule detailed to the right in order to learn when your firm will be able to use the online Sales Reporting System.

### Online Sales Reporting Timetable

#### 3rd Qtr FY 2010 (April 1 - June 30)

- 621I Professional & Allied Healthcare Staffing Services

#### 4th Qtr FY 2010 (July 1 - Sept 30)

- 65IB Drugs, Pharmaceuticals, & Hematology Related Products
- 65IIC Dental Equipment & Supplies
- 65IIF Patient Mobility Devices
- 65VA X-Ray Equipment & Supplies
- 65VII Invitro Diagnostics, Reagents, Test Kits & Test Sets
- 66 III Cost-Per-Test, Clinical Laboratory Analyzers
- 621III Medical Laboratory Testing & Analysis Services

#### 1st Qtr FY 2011 (Oct 1 - Dec 31)

- All FSS Contractors (including 65IIA Medical Equipment & Supplies)

Please note that your firm's contract administrator will receive an e-mail from a representative of our office at the beginning of the applicable quarter referenced above, which will contain pertinent information, such as registration instructions. If you attempt to register with the online Sales Reporting System prior to your firm's applicable quarter, you will **NOT** be granted access. However if your firm volunteered to participate in the Sales Reporting Pilot and you have already registered with the online portal, **PLEASE CONTINUE TO USE THE ELECTRONIC TOOL.**

Please direct all IFF and sales reporting related questions to the VA Sales Desk at [fsssales@va.gov](mailto:fsssales@va.gov).

- o [View the Online Sales Reporting User Guide](#)

## National News

### Recent Emergency & Disaster Declarations

Under the Disaster Recovery Purchasing Program, state and local Government entities may purchase products and services off of FSS contracts in order to facilitate the recovery from a major disaster (e.g. hurricane or a nuclear attack). As such, there were 13 declarations by President Obama during the month of July 2010, which can be seen below.

[Frequently Asked Questions About the Disaster Recovery Purchasing Program.](#)

#### Major Disaster Declarations (July 2010)

Number	Date	State	Disaster Type
<a href="#">1920</a>	7/01	ME	Severe Storms & Flooding
<a href="#">1921</a>	7/02	MN	Severe Tornadoes & Flooding
<a href="#">1922</a>	7/10	MT	Severe Storms & Flooding
<a href="#">1923</a>	7/14	WY	Flooding
<a href="#">1924</a>	7/15	NE	Severe Tornadoes & Flooding
<a href="#">1925</a>	7/23	KY	Severe Flooding & Mudslides
<a href="#">1926</a>	7/26	OK	Severe Storms & Flooding
<a href="#">1927</a>	7/27	ID	Severe Storms & Flooding
<a href="#">1928</a>	7/27	IA	Severe Storms & Flooding

#### Fire Assistance Declarations (July 2010)

Number	Date	State	Incident
<a href="#">2847</a>	7/01	NV	Cathedral Fire
<a href="#">2848</a>	7/19	WA	Cowiche Mills Fire
<a href="#">2849</a>	7/27	CA	Bulll Fire
<a href="#">2850</a>	7/28	CA	West Fire

## Upcoming Events

### VA NAC FSS Customer Training

The Federal Supply Schedule Service of the VA National Acquisition Center (NAC) will be conducting Webinar Training Sessions on the General Overview of the FSS program, the benefits for Customers, as well as discussions on the best way to use the contract vehicle to produce the maximum benefit. This course is designed to provide contracting officers and other purchasing officials within the Government an in-depth understanding of the following:

- 1) How the Federal Supply Schedule program works
- 2) Benefits of using FSS Schedules
- 3) How to place orders against FSS contracts, including:
  - FAR 8.405-1 Ordering Procedures for Supplies, and Services Not Requiring a Statement of Work
  - FAR 8.405-2 Ordering Procedures for Services Requiring a Statement of Work
  - Compliance Check Requirements
  - Priorities of Use of Government Supply Sources
  - Open Market Waiver Request Process
  - Competition Requirements
- 4) Electronic Tools

The VA NAC FSS Customer Training is mandatory and the associated resources have been developed specifically for VHA facilities to address the training needs identified by the Office of the Inspector General Report No. 08-01519-172, which was issued on July 2, 2009. Please note that the Customer Training is **ONLY APPLICABLE TO GOVERNMENT AGENCIES.**

<b>**REGISTRATION INSTRUCTIONS**</b>	<b>**MEETING/WEBINAR SCHEDULE**</b>
<p>In order to register for one of the VA NAC FSS training classes, please perform the following:</p> <ol style="list-style-type: none"> <li>1) Go to the <a href="#">Register Online</a> link on the ARC eCMS page.</li> <li>2) Enter your VA Network User Name (including domain) and Password and Click "OK."</li> <li>3) On the Registration Home page, fill in your email address and organization (if not pre-populated).</li> <li>4) From the Event Type dropdown list, select "Training."</li> <li>5) From the Event dropdown list, select the desired VA NAC FSS Training class. <b>NOTE: Only register for 1 class.</b> (The system will indicate how many spaces are available).</li> <li>6) Click on "Submit."</li> </ol>	<p>August 2010</p> <ul style="list-style-type: none"> <li>• <b>Aug. 4<sup>th</sup> – 9:30am to 2:30pm Eastern Time</b></li> <li>• Aug. 11<sup>th</sup> – 8:30am to 1:30pm Pacific Time (11:30am to 4:30pm Eastern Time)</li> <li>• <b>Aug 18<sup>th</sup> – 9:30am to 2:30pm Eastern Time</b></li> <li>• Aug. 25<sup>th</sup> – 8:30am to 1:30pm Pacific Time (11:30am to 4:30pm Eastern Time)</li> </ul> <p>September 2010</p> <ul style="list-style-type: none"> <li>• <b>Sept. 1<sup>st</sup> – 9:30am to 2:30pm Eastern Time</b></li> </ul>

***An e-mail containing the Web Conference Login Information will be sent to all registrants a week prior, as well a day before, their scheduled webinar. If you have any questions or problems registering, please contact Mrs. Veronica Hazen at [Veronica.Hazen@va.gov](mailto:Veronica.Hazen@va.gov).***

### VA NAC INDUSTRY DAY

Due to schedule conflicts, the National Acquisition Center (NAC) Industry Day Conference has been tentatively moved to the spring of 2011. Please note that additional information and dates will be forthcoming in the near future. Please be sure to review the NAC's homepage (<http://www1.va.gov/oamm/oa/nac/index.cfm>) in order to watch out for details about the conference.

## Recently Awarded FSS Contracts (July 2010)

### Pharmaceutical, Dental, Patient Mobility, & X-Ray:

- Roxane Laboratories: V797P-5172B (Large Pharmaceutical Business)
- Biovitrum AB: V797P-5173B (Small Pharmaceutical Business)
- Boehringer Ingelheim Pharmaceuticals, Inc.: V797P-5174B (Large Pharmaceutical Business)
- ONY, Inc.: V797P-5112B (Small, Veteran Owned Pharmaceutical Business)
- Gilead Sciences: V797P-5175B (Large Pharmaceutical Business)
- Alkermes, Inc.: V797P-5079B (Small Pharmaceutical Business)
- Slate Pharmaceuticals: V797P-5167B (Large Pharmaceutical Business)
- Gendex Corp.: V797P-3207M (Large Dental Business)
- Sterisil, Inc.: V797P-3209M (Small Dental Business)
- Rammtlc, Inc.: V797P-4301B (Small, Veteran Owned Patient Mobility Business)

### Medical/Surgical Equipment:

- Venosan North America, Inc.: V797P-4302B (Large Med/Surg Business)
- SunTech Medical, Inc.: V797P-4309B (Small Med/Surg Business)
- Jordan Reses Supply Company, LLC.: V797P-4297B (Small Med/Surg Business)
- Zoetek Medical Sales & Service, Inc.: V797P-4307B (Small, Disabled Veteran Owned Med/Surg Business)
- Phoenix Textile: V797P-4306B (Small, Woman Owned Med/Surg Business)
- Your Safety Company: V797P-4305B (Small Med/Surg Business)

### Medical Professional & Laboratory Testing Services & Cost-Per-Test:

- Soliant Physician Staffing: V797P-7276A (Large Professional Medical Healthcare Services Business)
- Meridian Medical Staffing: V797P-7272A (Small Professional Medical Healthcare Services Business)
- Medical Staffing Partners, Inc.: V797P-7274A (Large, Woman Owned Professional Medical Healthcare Services Business)
- On Assignment Staffing Services, Inc.: V797P-7273A (Large Professional Medical Healthcare Services Business)
- Gallman Personnel Services, Inc.: V797P-7275A (Large, Veteran Owned Professional Medical Healthcare Services Business)
- JayKay, Inc.: V797P-7261A (Large Professional Medical Healthcare Services Business)

***In order to obtain pricing information for all of the companies referenced above, please review the [NAC Contract Catalog Search Tool \(CCST\)](#) or [GSA E-Library](#). If you have any questions/concerns or would like to learn more about a specific topic and/or issue, please feel free to contact the FSS helpdesk by phone at (708)786-7737 and/or by e-mail at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov)***