

VA National Acquisition Center's (NAC)

FEDERAL SUPPLY SCHEDULE (FSS)

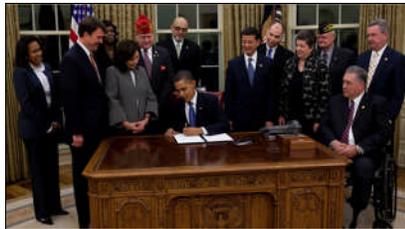
Our mission is to provide world class healthcare products & services to the federal marketplace

[Home](#) | [About Us](#) | [Useful Resources](#) | [Subscribe to the FSS E-Newsletter](#) | [Contact Us](#) | [Previous Issues](#)

Small Business Jobs & Credit Act of 2010

Enhancing Small Business Contracting Opportunities

On September 27, 2010, President Obama signed into law the [Small Business Jobs & Credit Act of 2010](#), which will provide a variety of resources to help small businesses and spur investment. The bill



consists a series of small business proposals, but significantly, it authorizes the creation of a \$30 billion fund to encourage lending by community banks to small businesses. The new law is also aimed at strengthening small businesses' ability to compete for contracts with the federal Government. Please review some of the federal contracting implications below.

- The law reaffirms "parity" among federal small-business contracting programs. When awarding contracts that are set-aside for small businesses, contracting officers are free to choose among businesses owned by women and service-disabled veterans, as well as businesses participating in HUBZone and 8(a) programs.
- The law will eliminate the "[Competitiveness Demonstration](#)" program, which limited opportunities for small contractors in about 10 industries where they excel, such as construction.
- The law will give contracting officers the ability to reserve orders for small business participation on contracts under the Federal Supply Schedule ([GSA](#) and [VA](#) Multiple Award Schedule). The law also makes it harder for agencies to "bundle" contracts, which makes it more difficult for small businesses to compete.
- The law will put in place a legal standing of "presumption of loss" when a business misrepresents its ownership status or size in winning a government contract. It allows the federal agency to claim a loss on the purchase, allowing those agencies, including the Department of Justice, to vigorously pursue fraudulent firms. The law will also hold large prime contractors more accountable to their own subcontracting plans by requiring written justification when plans aren't met and when small business subcontractors aren't paid on time.

- [Learn what's in the Act](#)
- [The White House Blog](#)
- [SBA Loan Queue](#)

FSS Chicago National Forum

VA Supplier Relationship Transformation Forum Federal Supply Schedule Sessions

On October 20 and 21, 2010, the Office of Acquisition and Logistics (OAL) held a supplier forum in Chicago, IL in order to gain feedback from the VA Federal Supply Schedule (FSS) supplier community about VA's FSS acquisition lifecycle, concerns and impact of the current structure of the program. The forum was a facilitated two-day event, whereby the supplier community had the opportunity to voice any issues for discussion with VA leadership.

Specifically, Mr. Jan Frye, Deputy Assistant Secretary of OAL, and Mr. Craig Robinson, Executive Director of the National Acquisition Center (NAC), presided over the event.

Contracted facilitators used various techniques to allow vendors to speak freely and to gather pertinent information for the VA leadership team to understand the participant's concerns and recommendations. Each afternoon, after the individual facilitated sessions, the group was brought back together to discuss the common themes that emerged from the breakout sessions (e.g. delays with getting on schedule, executing modification requests and/or renewing/extending contracts in a timely manner).



Mr. Jan Frye



Mr. Craig Robinson

Mr. Frye and Mr. Robinson held an open forum to discuss the issues and establish a path moving forward. In order to address some of the issues that were raised by forum participants, the FSS Service will look to reassess several internal processes to better meet the needs of its stakeholders in an efficient and effective manner. For instance, we will be looking to quickly improve our response times in returning emails and phone calls. We will also be diligently working on a project to target the backlog of modification actions within the FSS Service in the near term. The group will also be concentrating on other issues that were raised within the forum.

VA recognizes that our supplier community is a critical component to our success in meeting the challenges of supporting Veterans in the 21st century. To help enhance our relationship and report on progress, we will be using the FSS e-newsletter as one means of communicating with the supplier community. Please look for updates and reports in future editions. We thank you again for your participation, candid feedback, and desire to work with us to make improvements to the program that will increase our overall service to our supplier and customer communities.

VA FSS Working For You

VA Online 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 incur any charges for reporting or submitting payments through the electronic Sales Portal.

At this time, all VA FSS contractors under the FSS schedules shown below should have registered and reported their firm's 4th quarter sales through the online portal. FSS contract holders under the 65IIA Medical Equipment & Supplies schedule will be able to register and report their 1st quarter sales for FY 2011 on January 1, 2011.

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

66III - Cost-Per-Test, Clinical Laboratory Analyzers

621I - Professional & Allied Healthcare Staffing Services

621II - Medical Laboratory Testing & Analysis Services

Helpful Info:

- In order to expedite the registration process and make sure your firm's registration is not rejected, please have an authorized point of contact (under the FSS contract) register your company (e.g. the FSS contract administrator, the FSS sales point of contact, etc.).
- VA FSS contractors have sixty days after the end of a quarter to report their sales in the online portal (despite the visible reminder). Therefore, FSS contractors are required to submit their 4th quarter sales information no later than November 30, 2010. Please note that we are currently working with GSA to address this problem.

Also, FSS contractors are NOT required to remit their IFF payment through the online portal. FSS contractors may submit a check in order to pay their IFF for the 4th quarter, but the 4th quarter is the last quarter that we will be accepting checks. Beginning with the 1st quarter of FY 2011, FSS contractors will be required to remit their IFF with an electronic payment (i.e. payment through the online portal, an ACH payment, wire transfer, etc.).

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 Helpdesk at fssales@va.gov.

- [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 seven declarations by President Obama during the month of October 2010, which can be seen below.

Major Disaster Declarations (October 2010)

Number	Date	State	Disaster Type
1940	10/04	AZ	Severe Storms & Flooding
1941	10/13	MN	Severe Storms & Flooding
1942	10/14	NC	Severe Storms, Flooding, & Winds Associated Tropical Storm Nicole
1943	10/14	NY	Severe Storms, Flooding, & Straight-Line Winds
1944	10/21	WI	Severe Storms & Flooding
1945	10/21	NE	Severe Storms, Flooding, & Straight-Line Winds
1946	10/26	PR	Severe Storms, Flooding, Mudslides, & Landslides associated with Tropical Storm Otto

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

Upcoming Events

VA NAC INDUSTRY DAY



The [National Acquisition Center \(NAC\) Industry Day](#) Conference has been scheduled and will be held on March 15 – 16, 2011 at the [InterContinental Chicago O'Hare](#). Additional information, such as presentation topics, will be forthcoming in the near future, so please be sure to review the NAC's homepage: <http://www1.va.gov/oamm/oa/nac/index.cfm>.

VA NAC FSS Customer Training

- FSS Customer Training Schedule:
 - We do not currently have any FSS customer training classes scheduled at this time. However if you would like to attend a training session, schedule a new one, or request additional information, please contact Ms. Veronica Hazen at Veronica.Hazen@va.gov. Please note that the FSS Customer Training is **ONLY APPLICABLE TO GOVERNMENT AGENCIES.**
- FSS Personnel will be attending the following conference:
 - [Med Trade Conference & Expo](#) – Atlanta, GA (November 15 – 18, 2010)

News You Can Use

Federal Supply Schedule Usage Act of 2010

On October 8, 2010, President Obama signed the [Federal Supply Schedule Usage Act of 2010, Public Law 111-263](#), into law. Within the Act, the Administrator of the General Services Administration (GSA) was authorized to give the American National Red Cross and other qualified organizations (as described in the [Robert T. Stafford Disaster Relief and Emergency Assistance Act](#)), the ability to utilize the Federal Supply Schedules program in order to procure goods and services from private firms for disaster preparedness and response activities. VA FSS contractors are reminded that although these new ordering activities are eligible to place orders under their contract, the contractor is not obligated to accept the orders from these activities (in accordance with GSAM clause [552.238-78 \(f\)](#)).

- [Eligibility to Use GSA & VA Sources](#)

Updates to VA FSS Website

In our quest to continually improve in order to meet the needs and wants of every FSS stakeholder, the FSS Service website (www.fss.va.gov) was recently updated to incorporate a general frequently asked question (FAQ) section. Within the [general FAQ section](#), you will be able to view the most frequently asked questions (and their answers) about the FSS Service, such as:

- 1) What is the VA FSS program?
- 2) What is a Multiple Awards Schedule contract?
- 3) What is the relationship between the General Services Administration and the VA Federal Supply Schedule Service?

In addition to the general FAQ section, you can also view the [FSS Purchasing Program FAQs](#) on our website, which addresses a combination of inquiries that range from a detailed description of the three different prime vendor programs to the [American Recovery and Reinvestment Act](#). In the near future, we plan to develop a FAQ section for [current FSS contractors](#) and [federal FSS customers](#). Please be mindful that you can always e-mail your question(s) to the FSS Helpdesk if you are unable to find an answer on our website (helpdesk.ammhinfss@va.gov).

Open Opportunities with the FSS

Start an exciting career with the FSS Service in Hines, IL!!! In order to ensure we reach our goals and provide the level of service that is expected from the FSS, we are expanding our organization by hiring additional employees. Please view all of the rewarding positions with the Federal Supply Schedule Service below.

- [Contract Specialist](#)
 - Location: Hines, IL
 - Announcement # MPA 10-01-OCVA
 - Series & Grade: GS-1102-07/12
 - Close Date: December 30, 2010

Recently Awarded FSS Contracts (October 2010)

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

- Zogenix, Inc.: V797P-5147B (Large Pharmaceutical Business)
- Galderma Laboratories: V797P-5189B (Large Pharmaceutical Business)
- Rare Disease Therapeutics, Inc.: V797P-5195B (Small Pharmaceutical Business)
- INO Therapeutics, Inc.: V797P-5186B (Large Pharmaceutical Business)
- Pharmaceutical Specialties, Inc.: V797P-5192B (Small Pharmaceutical Business)
- JaCo Distributors, Inc.: V797P-5188B (Small Pharmaceutical Business)
- Max Mobility: V797P-3217M (Small Patient Mobility Business)
- Clear Government Solutions: V797P-3215M (Small Disadvantaged, X-Ray Equipment/Supplies Business)
- Konica Minolta Medical Imaging: V797P-3216M (Large X-Ray Equipment/Supplies Business)

Medical/Surgical Equipment:

- ARC Medical, Inc.: V797P-4343B (Small, Veteran Owned Med/Surg Business)
- Enochs Manufacturing, Inc.: V797P-4350B (Small, Woman Owned Med/Surg Business)
- Scale-Tronix: V797P-4338B (Small, Woman Owned Med/Surg Business)
- Precision Medical, Inc.: V797P-4336B (Small Med/Surg Business)
- Focus Medical & Dental Products, Inc.: V797P-4342B (Small, Disabled Veteran Owned Med/Surg Business)
- Cryopen, Inc.: V797P-4341B (Small Med/Surg Business)
- Physicians Sales & Service: V797P-4346B (Large Med/Surg Business)
- Case Medical, Inc.: V797P-4337B (Small, Woman Owned Med/Surg Business)
- Stand Aid of Iowa, Inc.: V797P-4344B (Small Med/Surg Business)

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

- Nurses Plus Healthcare, LLC.: V797P-7282A (Small Professional Medical Healthcare Services Business)
- Advanced Clinical Employment Staffing, LLC.: V797P-7284A (Small, Woman Owned Professional Medical Healthcare Services Business)
- Hobbie Professional Staff Management, Inc.: V797P-7288A (Small, Woman Owned Professional Medical Healthcare Services Business)
- NES Government Services, Inc.: V797P-7291A (Small Professional Medical Healthcare Services Business)
- Trinity Healthcare Staffing Group, Inc.: V797P-7292A (Large Professional Medical Healthcare Services Business)
- Preferred Healthcare Registry, Inc.: V797P-7293A (Small, Woman Owned Professional Medical Healthcare Services Business)
- Luke & Associates: V797P-7290A (Small Professional Medical Healthcare Services Business)

In order to obtain pricing information for all of the companies referenced above or any other FSS contractor, 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.