

## News You Can Use

### Federal Contractor Certification (FCC) Program

In order to help small businesses owned by veterans become more competitive in the Federal marketplace, a joint venture between the Department of Veterans Affairs (VA) [Office of Small and Disadvantaged Business Utilization](#) (OSDBU), the [Association of Procurement Technical Assistance Centers](#) (APTAC) and the [Defense Acquisition University](#) (DAU) was established to create the Federal Contractor Certification (FCC) Program. FCC is a training program designed to help Veteran business owners understand Federal contracting, respond competently to solicitations and perform successfully once they have won a contract. Since the program is a joint project between VA OSDBU, APTAC and DAU, most course modules are offered through DAU at no cost to the veteran or VA.

The program consists of four levels of certification, each with a different color logo to represent the successful completion of that level. Each successive level is built upon completion of all previous levels, so a company displaying the gold logo will have completed all four levels of the certification.

 <p><b>Level 1</b> Addresses basic contracting skills (<a href="#">View the topics</a>)</p>	 <p><b>Level 2</b> Covers teaming, joint ventures and legal issues</p>	 <p><b>Level 3</b> Examines special certifications &amp; large contract ventures</p>	 <p><b>Level 4</b> is industry specific (e.g. Services &amp;, manufacturing)</p>
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In order to participate in this training, please contact the closest [PTAC](#) and register with a counselor. The counselor will interview the owner to determine eligibility for the program. The program is aimed at established veteran owned businesses that wish to participate in Federal contracting and have a basic knowledge of prerequisites, such as Federal database registrations.

Once registered with a PTAC counselor, the owner(s) will take the course modules at their own pace and present the completion certificates to their counselor. When all topics in the level have been completed, the owner will be eligible to take the comprehensive level exam, in which there will be a minimum number of questions from each topic that need to be passed in order to pass the exam. Owners passing the exam will be presented with a lapel pin, logo and certificate to advertise their new certification.

This program does not guarantee any contracts. Instead, it gives small business owners another tool in preparing a winning proposal and performing well on a contract award.

- [FCC Program FAQ's](#)
- Contact a [participating APTAC counselor](#) to register

## Training Topic

### Effective Negotiations: What You Need to Know

By definition, negotiations is a process of communication in which two parties, each with its own viewpoint and objectives, attempts to reach a mutually satisfactory result on a matter of common concern.

#### 1) What is the VA FSS negotiation objective?

The VA FSS seeks to establish discounts and terms that are equal to a firm's Most Favored Customer (MFC), which is the commercial customer, or class of customers, that receives the best net prices/terms from the vendor (regardless of any contractual terms/conditions). The MFC term includes any entity that does business with the offeror/contractor. Within the FSS, the Government's negotiation objectives are developed based on a comparison with the discounts and terms that are offered to the MFC in accordance with General Services Administration Acquisition Manual (GSAM) [538.270](#) – Evaluation of Multiple Award Schedule (MAS) offers.

#### 2) Is a vendor required to offer the FSS discounts equal to the MFC?

The Government will seek to obtain the offeror's best price (i.e. the price given to the MFC). However, the Government recognizes that the terms and conditions of commercial sales vary and there may be legitimate reasons why the best price is not achieved (e.g. a sole source agreement between the offeror/contractor and a commercial customer that clearly details obligations, as well as penalties if the requirements are not obtained by the commercial customer). If the Government is not offered discounts equal to or better than a firm's MFC, the firm is required to provide a detailed explanation stating why the net prices, terms and conditions offered to the Government are not equal to or better than those offered to the MFC. In addition, the offeror/contractor will have to provide copies of their commercial agreement(s) and/or other supporting documentation with the MFC.

#### 3) What type of negotiation technique does the FSS seek to use?

When negotiating, a FSS representative seeks to produce a win-win outcome, which is also known as a both-win outcome. A win-win outcome occurs when both sides are satisfied with the negotiation results, which produces a mutually beneficial agreement. For example, awarding a FSS contract at a fair and reasonable price is in the best interest of both the contractor and Government since the contractor will be able to access the billion dollar Government marketplace, while the Government will be able to purchase quality products at a reasonable price from a responsible contractor.

- Review Federal Acquisition Regulation (FAR) [Part 15](#), Contracting by Negotiation
- [Doing business with the VA FSS & Getting on Schedule](#)

## VA FSS Working for You

### A Message from Craig Robinson, ADAS for National Healthcare Acquisitions

We have had a great privilege these past several months (beginning with the SRT Forum in October of 2010) to meet and greet many of our vendors. We hosted an Industry Conference in March of 2011 and have been attending various industry meetings along the way to hear from our vendor community. I wanted to personally thank you all for your honest and constructive comments and suggestions. As I heard repeatedly at the NAC Industry Conference, you have seen a positive change in the timelines and management of the FSS program. Please know that I understand we still have areas that need attention. My team is working hard to stay on course for ensuring that productivity is continually improved, while also striving to improve the overall quality of the contracts and their management.

There is another SRT scheduled for October 19, 2011 to be held in Chicago specifically for the FSS contract vendors. We hope that many of our vendors will be able to join us to discuss the changes we have made, future updates, and take the opportunity to provide your comments and suggestions.

As always, if you are experiencing any issues, please do not hesitate to contact Carole O'Brien, Director of the FSS Service, at 708-786-4957 and [carole.obrien@va.gov](mailto:carole.obrien@va.gov) or myself, Craig Robinson, Associate Deputy Assistant Secretary (ADAS) for National Healthcare Acquisitions, at 708-786-5157 and [craig.robinson@va.gov](mailto:craig.robinson@va.gov).

We are also in the planning stages for our next conference event. If you have any suggestions or comments that you want to share, please send them to [pmrs@va.gov](mailto:pmrs@va.gov). Thank you for your continued support, as we move through the next upgrade. Have a great month!

### 65IIC & 65IIF Solicitations Updated

The 65IIC Dental Equipment & Supplies and 65IIF Patient Mobility Devices solicitations have been updated! The new Dental solicitation ([RFP-797-652C-04-0001-R2](#)) and Patient Mobility solicitation ([RFP-797-652F-05-0001-R3](#)) are available for download from the [FSS website](#). We will continue to accept proposals submitted using the previous solicitation formats until September 1, 2011. After this date, all proposals submitted under the old Dental and Patient Mobility solicitation packages will be returned by our office without further consideration.

### Social Media Corner

FSS would like to connect with you! Join our [LinkedIn](#) network! Please also visit us on [GSA Interact](#).

### 3<sup>rd</sup> Quarter FY 2011 Sales Due

July 1, 2011 marked the first day that FSS contractors became eligible to register and/or report their 3<sup>rd</sup> quarter FY 2011 (i.e. April 1, 2011 – June 30, 2011) sales figures in accordance with contract [clause 552.238-74](#), Industrial Funding Fee (IFF) and Sales Reporting. Pursuant to this clause, a FSS contractor is required to submit its quarterly Report of Sales and IFF payment within 60 days of the completion of each quarter. Please note all FSS contractors are required to submit their sales data for the 3<sup>rd</sup> quarter (even if no sales occurred under the contract). In order to avoid confusion and having an IFF payment returned, all sales figures should be reported **BEFORE** an IFF payment is submitted to our office (regardless of how the IFF is remitted).

- [Access the VA online sales reporting system](#)
- [View portal user guides](#)

## National News

### Recent Emergency & Disaster Declarations

Under the [Disaster Recovery Program](#), state and local Governments may purchase products/services off of FSS contracts in order to facilitate the recovery from a major disaster. In addition, state and local Government entities may use FSS contracts to purchase products and services in advance of a major disaster declared by the president. State and local Governments are responsible for ensuring that the products/services purchased are to be used to facilitate recovery. As such, there were [thirty-five declarations](#) by President Obama in June 2011.

#### MAJOR DISASTER DECLARATIONS

Number	Date	State	Disaster Type	Designated Counties
<a href="#">1989</a>	6/06	OK	Severe Storms	
<a href="#">1990</a>	6/07	MN	Severe Storms	
<a href="#">1991</a>	6/07	IL	Flooding	
<a href="#">1992</a>	6/10	AK	Ice Jam & Flooding	
<a href="#">1993</a>	6/10	NY	Severe Storms & Flooding	
<a href="#">1994</a>	6/15	MA	Severe Storms & Tornadoes	
<a href="#">1995</a>	6/15	VT	Severe Storms & Flooding	
<a href="#">1996</a>	6/17	MT	Severe Storms & Flooding	
<a href="#">1997</a>	6/23	IN	Severe Storms	
<a href="#">1998</a>	6/27	IA	Flooding	

#### EMERGENCY DECLARATIONS

Number	Date	State	Disaster Type	Designated Counties
<a href="#">3323</a>	6/18	NE	Flooding	
<a href="#">3324</a>	6/25	KS	Flooding	
<a href="#">3325</a>	6/30	MO	Flooding	

#### FIRE MANAGEMENT DECLARATIONS

Number	Date	State	Incident
<a href="#">2914</a>	6/02	TX	Tejano Canyon Fire
<a href="#">2915</a>	6/02	AZ	Wallow Fire
<a href="#">2916</a>	6/03	TX	Snyder Fire
<a href="#">2917</a>	6/10	NM	Wallow Fire
<a href="#">2918</a>	6/12	NM	Track Fire
<a href="#">2919</a>	6/12	AZ	Monument Fire
<a href="#">2920</a>	6/15	GA	Racepond Fire
<a href="#">2921</a>	6/16	GA	Sweat Farm Again Fire
<a href="#">2922</a>	6/16	TX	Grand Mesa Fire
<a href="#">2923</a>	6/16	CO	Duckett Fire
<a href="#">2924</a>	6/17	TX	Forest Brook Fire
<a href="#">2925</a>	6/18	TX	County Line Fire
<a href="#">2926</a>	6/18	TX	Powerline Fire
<a href="#">2927</a>	6/20	TX	Dyer Mill Fire
<a href="#">2928</a>	6/20	TX	McDonald 2 Fire
<a href="#">2929</a>	6/20	TX	Cowboy Church Fire
<a href="#">2930</a>	6/21	TX	Boyken Road Fire
<a href="#">2931</a>	6/21	TX	White Hat Fire
<a href="#">2932</a>	6/24	OK	Medicine Park Fire
<a href="#">2933</a>	6/26	NM	Las Conchas Fire
<a href="#">2934</a>	6/29	NM	Little Lewis Fire
<a href="#">2935</a>	6/30	NM	Donaldson Fire

- [Disaster Recovery Program FAQs](#)

# Recently Awarded FSS Contracts (June 2011)

## Medical/Surgical Equipment & Supplies Contracts (Schedule 65IIA)

Company Name	Contract Number	Business Size	Socioeconomic Status
Inogen, Inc.	V797P-4448B	Small	
Candela Corporation	V797P-4451B	Small	
Darah Medical Equipment & Supplies, LLC.	V797P-4495B	Small	
Made in Santa Cruz	V797P-4458B	Small	Woman Owned Business
Swiss American Products, Inc.	V797P-4475B	Small	
Getinge USA, Inc.	V797P-4452B	Large	
Broncus Technologies, Inc.	V797P-4456B	Small	
Terumo Medical Corporation	V797P-4453B	Large	
Imacor, Inc.	V797P-4465B	Small	
Carolyn Company	V797P-4450B	Small	
Benson Medical Instruments Co.	V797P-4460B	Small	
Medco Equipment, Inc.	V797P-4454B	Small	
Dfine, Inc.	V797P-4461B	Small	
The Physician's Resource for Medical Equipment, Inc.	V797P-4467B	Small	
Dfine, Inc.	V797P-4461B	Small	
Schuerch Corporation DBA SchureMed	V797P-4463B	Small	
The Physician's Resource for Medical Equipment, Inc.	V797P-4467B	Small	

## Professional & Allied Healthcare Staffing Services Contracts (Schedule 621I)

Company Name	Contract Number	Business Size	Socioeconomic Status
AmeriCare Services, Inc.	V797P-7350A	Small	
The Covenant People, Inc.	V797P-7349A	Small	Small Disadvantaged, Woman & Veteran Owned Business
CHG Companies, Inc. DBA CompHealth	V797P-7353A	Large	
Sprint Nurses Staffing, LLC.	V797P-7352A	Small	Woman Owned Business
MedForce Government Solutions, LLC.	V797P-7355A	Small	Disabled Veteran Owned Business
Goldbelt Raven, LLC.	V797P-7354A	Large	

## Dental Equipment & Supplies Contracts (Schedule 65IIC)

Company Name	Contract Number	Business Size	Socioeconomic Status
Ormco Corporation	V797P-3243M	Large	
3M Unitek Corporation	V797P-3246M	Large	

## Drugs, Pharmaceuticals & Hematology Related Products Contracts (Schedule 65IB)

Company Name	Contract Number	Business Size	Socioeconomic Status
Steris Corporation	V797P-5252B	Large	
Alcavis HDC, LLC	V797P-5248B	Large	
Derma Sciences, Inc.	V797P-5256B	Small	
Heyltex Corporation	V797P-5251B	Small	
Intermune, Inc.	V797P-5259B	Small	
Questcor Pharmaceuticals, Inc.	V797P-5261B	Small	

## Patient Mobility Devices Contracts (Schedule 65IIF)

Company Name	Contract Number	Business Size	Socioeconomic Status
Burke Inc. DBA Leisure-Lift	V797P-3242M	Small	
Swiss American	V797P-3244M	Small	
Mercer County Rehab Supply	V797P-3247M	Small	Veteran Owned Business

**\*\*Please visit the [VA Schedule Programs](#) page for a complete listing of all Schedules\*\***

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 Help Desk by phone at (708)786-7737 and/or by e-mail at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov).