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Your Source for VA FSS News

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Issue 34

News You Can Use

Federal Acquisition Regulation, Federal Acquisition Circular 2005-56

On March 2, 2012, the Civilian Agency Acquisition Council and Defense Acquisition Regulations Council issued Federal Acquisition Circular (FAC) [2005-56](#) in the Federal Register, which implemented eight final rules to the Federal Acquisition Regulation (FAR). The list of rules published in FAC 2005-56 can be seen below.

List of Rules in FAC 2005-56

ITEM	SUBJECT	FAR CASE ADDRESSED
I	Women-Owned Small Business Program	2010-015
II	Proper Use and Management of Cost-Reimbursement Contracts	2008-030
III	Requirements for Acquisitions Pursuant to Multiple-Award Contracts	2007-012
IV	Socioeconomic Program Parity	2011-004
V	Trade Agreements Thresholds	2012-002
VI	New Designated Country (Armenia) and Other Trade Agreements Updates	2011-030
VII	Government Property	2010-009
VIII	Technical Amendments.	

Some of the highlights of FAC 2005-56 that impact the FSS program consist of, but are not limited to:

- Authorizing the [restriction of competition for federal contracts in certain industries](#) to economically disadvantaged women-owned small business concerns or women-owned small businesses eligible under the WOSB Program.
- Strengthening [competition rules for placing orders under the FSS program](#) and other multiple-award contracts. Section 863 of the Duncan Hunter National Defense Authorization Act requires an ordering activity to provide "fair notice to all contractors" when procuring any supply/service above the simplified acquisition threshold (SAT) under a multiple-award contract. In addition, all contractors responding to the notice must be afforded a fair opportunity to make an offer and have it fairly considered. Please note that [eBuy](#) meets the standard of providing "fair notice to all contractors" because all vendors offering the required supplies and/or services are able to view the Request for Quote.
- Adding [Armenia as a designated country](#) under the World Trade Organization Government Procurement Agreement. As such, Armenia is a designated country under the Trade Agreements Act as well.

VA Releases Fiscal Year 2012 and 2013 Small Business Program Goals

On February 21, 2012, the Secretary of the Department of Veterans Affairs (VA), Mr. Eric K. Shinseki, issued a [memorandum](#) detailing the Department's small business goals for fiscal years (FY) 2012 and 2013. According to the Secretary, "VA out-paced every other civilian agency in contract dollars awarded to small businesses with the fourth largest procurement budget, amounting to over \$16 billion in FY 2010. We must continue to build on that success, and do so in a challenging budget environment. Small business entrepreneurship provides a key option for Veterans seeking to re-integrate into our nation's domestic life after honorable military service."

The Small Business Administration (SBA) is responsible for the management and oversight of the small business procurement process across the federal Government. In order to ensure that small businesses have the maximum practicable opportunity to sell goods and services to the federal Government, SBA negotiates acceptable prime and subcontract goals for each small business category with every federal department within the Executive branch. In accordance with the [Small Business Act](#), SBA must ensure that the mutually established cumulative goals for all agencies meet or exceed the Government-wide 23% small business goal. As such, the VA's small business goals for FY 2012 and 2013 can be seen below.

PRIME CONTRACTING GOALS FY 2012 & 2013

Type of Small Business Concern	Goal (%)
Small Business	34.0%
Veteran Owned	12.0%
Service Disabled Veteran Owned	10.0%
Small Disadvantaged (Includes 8(a))	5.0%
Woman Owned	5.0%
Historically Underutilized Business (HUB) Zone	3.0%

SUBCONTRACTING GOALS FY 2012 & 2013

Type of Small Business Concern	Goal (%)
Small Business	17.5%
Veteran Owned	5.0%
Service Disabled Veteran Owned	3.0%
Small Disadvantaged (includes 8(a))	5.0%
Woman Owned	5.0%
Historically Underutilized Business (HUB) Zone	3.0%

- [VA Forecast](#) Of Contracting Opportunities
- [SBA Free Government Contracting Classes](#)
- Office of Small And Disadvantaged Business Utilization - [Mentor-Protégé Program](#)

Training Topic

VA Online Sales Reporting System

- 1) What is the VA Online Sales Reporting System?**
In accordance with contract [clause 552.238-74](#), Industrial Funding Fee (IFF) and Sales Reporting, FSS contractors are required to report the sales that occurred under the contract on a quarterly basis. As such, the [VA Online Sales Reporting System](#) provides the mechanism for contractors to submit their quarterly sales data.
- 2) When are VA FSS contractors required to submit their quarterly sales figures?**
VA FSS contractors are required to submit their quarterly sales figures within 60 calendar days of a completed quarter. The Government's fiscal year is Oct 1st to Sept 30th.

QUARTER	APPLICABLE DATES	APPROXIMATE DUE DATE
1 st	Oct 1 st – Dec 31 st	Feb 28 th
2 nd	Jan 1 st – Mar 31 st	May 31 st
3 rd	Apr 1 st – Jun 30 th	Aug 31 st
4 th	Jul 1 st – Sept 30 th	Nov 30 th

- 3) If a new FSS contract is awarded, when is the earliest day that a new contractor can register and report sales?**
A firm must wait until the first business day after the quarter has ended, in which the contract became effective, in order to register a new contract and report the applicable sales. For instance, if contract V797P-0000D became effective on Apr 15th, Jul 2nd (i.e. the first business day after the 3rd quarter ended) would mark the first day that the firm could register and report sales for the 3rd quarter.

- 4) How can a contractor retrieve their forgotten password?**
Select the "Forgot My Password" option, then enter the firm's contract number and email address of the individual that **registered** the contract. After clicking on "Continue," you will be prompted to answer a security question that was established at the time of registration. After clicking on "Continue," insert the new password. Please email the VA Sales Helpdesk at FSSSales.ammhin@va.gov if the password cannot be accessed using the "Forgot My Password" option.
- 5) Can a contractor remit an electronic payment through the sales system anytime during the 60 day reporting period?**
Yes, a contractor can submit a payment anytime during the 60 day reporting period by selecting the "Make a Payment" option (upon logging into the system) and following the steps.
- 6) Is a contractor notified if their electronic payment through the VA sales system is rejected?**
Yes, a staff member of the FSS Service will call the firm to notify them that their payment through the reporting system was returned.
- 7) If a contractor makes a mistake reporting their quarterly sales figures, how can the firm revise their sales?**
Upon logging into the sales portal, click on "Sales Adjustment" and input the applicable quarter and fiscal year that will be revised. After clicking on "Continue," the following screen will require you to input the correct amount of sales for each Special Item Number (SIN). Please be sure to enter the complete amount of sales for each SIN, not just the figures that were not included in the original report.
- 8) How can a contractor update their contract administrator?**
A firm is required to submit an [administrative modification request](#) to update the contract administrator under their contract. The firm can also update their contract administrator in the sales portal by updating their "Profile."

▪ [Learn more](#) about the VA Sales Reporting System

National News

Recent Emergency & Disaster Declarations

President Obama made [eight disaster recovery declarations](#) in March 2012. Learn [more](#) about the Disaster Recovery Purchasing Program.

MAJOR DISASTER DECLARATIONS

Number	Date	State	Disaster Type	Designated Counties
4055	3/02	OR	Severe Storms & Flooding	
4056	3/05	WA	Severe Storms & Landslides	
4057	3/06	KY	Severe Storms & Tornadoes	
4058	3/09	IN	Severe Storms & Tornadoes	
4059	3/16	WV	Severe Storms	
4060	3/16	TN	Tornadoes	
4061	3/22	WV	Flooding	

FIRE MANAGEMENT ASSISTANCE DECLARATIONS

Number	Date	State	Incident
2975	3/26	CO	Lower North Fork Fire

Around VA

Use of Fedbid Suspended

In early March 2012, VA instructed contracting representatives in the Veterans Health Administration (VHA) to temporarily suspend usage of reverse auctions through [Fedbid](#). In a reverse auction, competition is created as a company bids against another company(s) to sell their product(s) to the Government. Officials in VA are currently reviewing the different policies and impacts associated with reverse auctions and additional guidance will be provided in the future.

Please note that VHA acquisition officials can still use [eBuy](#) in order to:

- Receive quotes on different products and services;
- Find sources of supply and seek information;
- Prepare/post a request for quote/proposal, which will allow contractors (sellers) to review the request and post a response; and
- Procure complex requirements by attaching statements of work.

In order to participate in [eBuy](#), a contractor must register with the [GSA Vendor Support Center](#) and have their FSS pricelist available in [GSA Advantage!](#)

- View [eBuy](#) training [Buyers](#) or [Sellers](#) and [learn how it works](#)
- [Register](#) your firm's VA FSS contract with [ebuy](#)

VA FSS Working for You

Goodbye from Carole O'Brien, Director of the FSS Service

With some excitement and sadness, I will leave VA and the FSS Service for a great opportunity with the U.S. Marshals Service. It has been my utmost privilege and pleasure to work with so many dedicated vendors, partners, and customers over the years to grow the VA managed FSS program into what it is today, and what it looks to be in the future. While I am excited about the new challenges, I am sad to leave so many dedicated co-workers, vendors, and customers who have been an inspiration to our work and to me personally.

If you are experiencing any problems or issues, please do not hesitate to contact me, as I will be working hard for the VA up until my last day. Please feel free to contact me at (708)786-4957 and/or Carole.Obrien@va.gov. After that, I leave you all in the extremely capable hands of the Chiefs of the FSS Service:

- James Booth – Chief – Contract Division, (708)786-5223 and/or James.Booth@va.gov
- Bob Satterfield – Chief – Contract Division, (708)786-4955 and/or Bob.Satterfield@va.gov
- Paul Skalman – Chief – Program Mgmt & Support Division, (708)786-5247 and/or Paul.Skalman@va.gov
- Cheryl Ward-Roberts – Chief – Contract Division, (708)786-5259 and/or Cheryl.Ward-Roberts@va.gov

Good luck to you all in your future endeavors. Take care!

Carole O'Brien

“Follow your honest convictions, and stay strong.”

William Thackeray

“Be not afraid of growing slowly; be afraid only of standing still.”

Chinese Proverb

VA FSS Customer Survey

The FSS Service is in pursuit of continuously improving the quality, timeliness, and customer service that is offered to every FSS stakeholder. In order to help the Service improve, we would like to hear what you think about the various aspects of the VA FSS whether your firm has been a contractor for a couple of months or several years, whether you rarely place orders against VA FSS contracts or on a regular basis, or if your firm is seeking a contract with the VA FSS Service. What do you like? What don't you use? How can we further improve the Service to meet your evolving needs? Please note that responses to the survey are anonymous.

Please complete the VA FSS Customer Survey

2nd Quarter FY 2012 Sales Due

April 2, 2012 marked the first day that FSS contractors became eligible to register and/or report their 2nd quarter FY 2012 (i.e. January 1, 2012 – March 31, 2012) 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 (even if no sales occurred under the contract).

- [Access the VA online sales reporting system](#)
- View portal [user guides](#) and the [Sales Reports & IFF](#) webpage

Please direct all IFF and sales reporting related questions to the VA Sales Helpdesk at FSSSales.ammhin@va.gov.

Inquiry of the month...

Inquiry: Are all VA FSS contractors required to have an updated pricelist available on the [NAC Contract Catalog Search Tool](#) (CCST)? If so, how can a contractor update their pricelist?

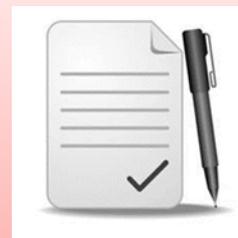
Answer: Yes, all VA FSS contractors should have an updated pricelist available on the NAC CCST. The electronic pricelist should match a contractor's FSS contract and GSA Advantage. Thus, the CCST pricelist should be updated anytime a modification is completed (*if any product/pricing related information is changed under the contract*). If a VA FSS contractor needs to update their pricelist in the CCST, please contact your assigned Contract Specialist (who will send the applicable document).

To submit an inquiry, please email your question to the FSS Helpdesk at helpdesk.ammhin@va.gov.

FSS Web Corner

Are you a [government buyer](#) looking to learn about placing orders against VA Schedule contracts? The VA FSS Web Portal has been updated to include comprehensive information on [FAR 8.4](#) ordering procedures for [supplies](#) and [services](#), as well as making a [best value determination](#) to select the company that

can best meet your acquisition needs. Check back often as we are working diligently to include information on BPAs, CTAs, and other Schedule acquisition information in the near future!



Did You Know...

¹The [Veterans History Project](#) of the American Folklife Center collects, preserves, and makes accessible the personal accounts of American war Veterans so that future generations may hear directly from veterans and better understand the realities of war.

The Project collects first-hand accounts of US Veterans from the following wars:

- World War I (1914-1920)
- World War II (1939-1946)
- Korean War (1950-1955)
- Vietnam War (1961-1975)
- Persian Gulf War (1990-1995)
- Afghanistan and Iraq conflicts (2001-present)

In addition, those US citizen civilians who were actively involved in supporting war efforts (such as war industry workers, USO workers, flight instructors, medical volunteers, etc.) are also invited to share their valuable stories.

How did the Veterans History Project start?

The US Congress created the Veterans History Project in 2000. The authorizing legislation ([Public Law 106-380](#)) received unanimous support and was signed into law by President William Jefferson Clinton on October 27, 2000.

- [Research and read](#) the stories of Veterans
- [Learn](#) how to participate
- [FAQs](#) about the Veterans History Project

¹ Veterans History Project. Accessed on March 21, 2012. <http://www.loc.gov/vets/vets-home.html>.

Recently Awarded FSS Contracts

March 2012

DRUGS, PHARMACEUTICALS & HEMATOLOGY RELATED PRODUCTS (SCHEDULE 65IB)

Company Name	Contract Number	Business Size	Socioeconomic Status
Novis PR Inc., DBA Kramer Novis	V797P-2118D	Small	8(A) Business
Lupin Pharmaceuticals, Inc.	V797P-2113D	Large	
Santarus, Inc.	V797P-2105D	Small	
Elan Pharmaceuticals, Inc.	V797P-2108D	Large	
Meda Pharmaceuticals, Inc.	V797P-2109D	Large	
Reckitt Benckiser	V797P-2125D	Large	
Anacapa Technologies	V797P-2128D	Small	
Forest Laboratories, Inc.	V797P-2104D	Large	
Amylin Pharmaceuticals, Inc.	V797P-2116D	Large	

MEDICAL EQUIPMENT & SUPPLIES (SCHEDULE 65IIA)

Company Name	Contract Number	Business Size	Socioeconomic Status
Rotech Healthcare, Inc.	V797P-2115D	Large	
Reichert, Inc.	V797P-2114D	Large	
Christie Medical Holdings	V797P-2091D	Large	
Korr Medical Technologies	V797P-2124D	Small	
Nellcor Puritan Bennett (NPB)	V797P-2071D	Large	
Mauna Kea Technologies, Inc.	V797P-2122D	Small	
Riemer Solutions, LLC.	V797P-2117D	Small	
Nidek, Inc.	V797P-2099D	Large	
Actimed Products, Inc.	V797P-2131D	Small	Woman Owned Business
Interstate Lift, Inc.	V797P-2133D	Small	Woman Owned Business
ADS, Inc.	V797P-2135D	Small	

DENTAL EQUIPMENT & SUPPLIES (SCHEDULE 65IIC)

Company Name	Contract Number	Business Size	Socioeconomic Status
US Dental Depot, Inc.	V797P-2130D	Small	

INVITRO DIAGNOSTICS, REAGENTS, TEST KITS & TEST SETS (SCHEDULE 65VII)

Company Name	Contract Number	Business Size	Socioeconomic Status
Sysmex America, Inc.	V797P-2121D	Large	

PROFESSIONAL & ALLIED HEALTHCARE STAFFING SERVICES (SCHEDULE 621I)

Company Name	Contract Number	Business Size	Socioeconomic Status
Omnimed Medical	V797P-2119D	Small	
Premier Medical Staffing Services, LLC.	V797P-2123D	Small	
Somnia, Inc.	V797P-2127D	Large	

****Visit the [VA Schedule Programs](#) page for a complete listing of all VA 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.