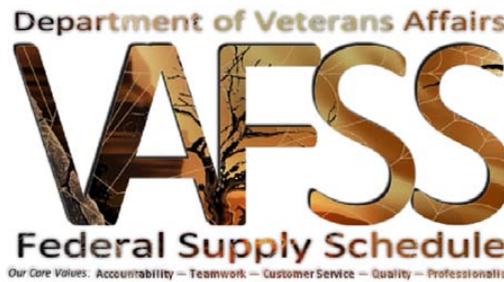




October
2012



Issue
40



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In the News: 2013 Public Law 102-585 Updates

For [65IB Drugs, Pharmaceuticals, and Hematology Related Products Schedule](#)

contractors that sell products under [SIN 42-2A](#), we are quickly approaching the season for implementing pricing updates mandated by [Public Law \(PL\) 102-585, Section 603 of the Veterans Healthcare Act of 1992](#), the Master Agreement (MA), and the Pharmaceutical Pricing Agreement (PPA). The statute and Agreements mandate that firms which offer covered drugs update their Addendum A and FSS contract pricing for SIN 42-2A, prior to January 1 each year. With this in mind, contractors should be aware of the following while getting ready for the upcoming PL season:



2nd Quarter...All 42-2A products introduced into the marketplace prior to the 2nd calendar

quarter of 2012 (April 1) are subject to the mandatory year-end pricing update process. If your firm's contract needs to be [modified](#) to add a new 42-2A item, or to lower the price of a 42-2A item, we ask that you continue to work with your [assigned contract specialist \(CS\)](#) to ensure that your contract is modified before PL updates occur.



Draft Guidance...Recently, the FSS Service, in association with the [Pharmacy Benefits Management \(PBM\)](#) and the Office of General Counsel (OGC), made available the *draft* version of the [2012 PBM Dear Manufacturer Letter \(DML\)](#) and the final 2012 [OGC Annual Guidance](#). The PBM letter will be finalized upon the release of the applicable CPI-U% change. We ask that your firm become familiar with the instructions, timelines, and guidance contained within these documents prior to the year-end pricing update season, paying special attention to the two-business day timeframe to dispute or resubmit calculations related to CY 2013 Federal Ceiling prices.

(Continued on page 6)



PL 2013 Timeline

This is an abbreviated timeline. See the PBM DML for full instructions and due dates.

- 10/21 Receive Excel workbook with covered drug NDCs from PBM
- 10/24 Report modifications in methodologies used to calculate NFAMP to PGM, OGC, and OIG
- 10/28 Report any disputes of the FSS pricing on 9/30/12 or the old NFAMP entries
- 11/15 Submit annual NFAMP reports with FY2012, and calendar Q3 2012 calculation results to PBM
- 11/16 PBM will begin calculating changes in non-FAMP pricing, additional discounts, and 2013 FCP. You will have *two business days* to dispute or resubmit calculations to PBM, OGC, and OIG.
- 12/1 Prepare and sign a new PPA Addendum A
- 12/5 Submit PPA addendum, RFM, and related documentation to FSS

Contractor Training Center: The VA FSS Offer Process – Part III: Getting on Schedule!

This month we complete our three part series designed to aid prospective contractors through the winding road of becoming a Schedule contractor. Once your firm determines that a VA FSS contract [is right for you](#) and that [you qualify](#) for a contract, you must submit a solicitation proposal that will be considered for contract award. While not all firms will receive a Schedule contract award, the VA FSS program is open to all responsible offerors. *As discussed in Parts I and II of this series, to be considered for contract award, a company must demonstrate that it is responsible and able to meet all Schedule program requirements, including price reasonableness.*

Completing the Solicitation...Once you have selected the appropriate Schedule program for your offered products/services, it is important that you read through the entire solicitation package and understand all of the solicitation requirements. You can [download](#) a complete zip file of all the required documentation for each solicitation package from FedBizOpps. Some basic guidelines for submitting a successful proposal include:

- Submit all requested information on required forms and in a readable format. Be sure to sign all documents and include a completed Commercial Sales Practice Format (CSP-1), including detailed responses and justifications when necessary.
- All proposed line items must be within the scope of the solicitation, all pricing should be competitive with other similar items already on Schedule, and all items should be manufactured in a [designated country](#). Your firm should be prepared to negotiate its best offer to the Government.
- Complete all compliance registrations, including obtaining a DUNS number, registering in SAM, and submitting a [manufacturer letter of supply](#), [proof of insurance](#), or [subcontracting plan](#) as required. *(Continued on page 5)*



FSS FAQ: What is a Contractor Team Arrangement (CTA)?

A Contractor Team Arrangement (CTA) is a written agreement in which two or more Schedule contractors work together to meet an agency's requirement. A CTA can provide a total solution by combining the supplies and/or services from each team member's separate Schedule contract. Additionally, a CTA can:

- ✓ Increase the contractors' competitive edge;
- ✓ Increase market share and visibility;
- ✓ Integrate varied skill sets and obtain complementary capabilities thereby allowing contractors to focus on their core competencies and compete for orders for which they do not independently qualify;
- ✓ Build direct relationships with customers; and
- ✓ Share risks and rewards

Learn more about how to obtain and manage a CTA from GSA's helpful [FAQ page!](#)

Web Corner

Public Law 102-585...The covered drug pricing update season, mandated by Public Law 102-585, is almost upon us. Be sure to bookmark the [FSS Public Law webpage](#) to keep up with:

- ✓ The most recent announcements
- ✓ Changes to the 2013 PL process
- ✓ New and updated guidance
- ✓ Timeframes; and
- ✓ The current version of the PL modification package



Follow our [RSS feed](#) for more news and updates about the FSS program!

VA FSS Working for You

As one of our five core values, the VA FSS Service is committed to providing quality customer service to our contractors and customers. There are several ways to reach our office



FSS Help Desk

Contact the FSS Help Desk for questions related to FSS contract pricing, proposal submission process, managing your Schedule contract, or general questions about the VA FSS Program.

(708) 786-7737 | helpdesk.ammhinfss@va.gov

FSS Sales Desk

Contact the FSS Sales Desk for questions related to submitting your quarterly sales reports or remitting the IFF. (708) 786-7737 |

fsssales.ammhin@va.gov

Program Management & Resource Support

The Program Management & Resource Support (PMRS) team is available to answer questions related to customer/contractor training, the Pharmaceutical database, and Schedule solicitations. Additionally, report broken links or provide content suggestions to PMRS. pmrs@va.gov

OAL Business Development Team

The OAL Business Development team provides assistance to small businesses in navigating the Government marketplace, hosts the FSS Vendor Shows, provides outreach at various seminars and conferences, and offers research & strategic planning services.

[Website](#) | DALCBDT@va.gov

FSS Management

Contact any of our FSS Chiefs with questions about the VA Schedules program, or about your assigned contract specialist.

Contracts Branch... [Cheryl Ward-Roberts](#) (708) 786-5259 | [James Booth](#) (708) 786-5223 | [Bob Satterfield](#) (708) 786-4955

Program Management & Resource Support... [Paul Skalman](#) | (708) 786-5247

You can also contact Craig Robinson, Associate Deputy Assistant Secretary for National Healthcare Acquisitions, (708) 786-5157 | Craig.Robinson@va.gov.

Customer Survey

Tell us what you think! Complete the [VA FSS Customer Survey](#) and let us know what we're doing right and how we can do better. Survey responses are anonymous and will be used to better our processes and procedures.

October Webinar: Commercial Sales Practices (CSP) Format

Our second webinar in our Contractor Training series is scheduled for October 31st from 10am – noon and will focus on the fine points of the Commercial Sales Practices Format (CSP-1), including:

- ✓ What the CSP is and how it is reviewed;
- ✓ Annual commercial sales calculations & estimated Government sales;
- ✓ Standard commercial sales practice deviations & justifications;
- ✓ Requirements for resellers with insignificant commercial sales;
- ✓ The difference between the CSP table and proposed pricing spreadsheet.

Webinar Info

Topic: Commercial Sales Practices Format

Date: Wednesday, October 31, 2012

Time: 10:00am CDT

Join the Meeting

The webinar is now open and available to those participants that have the Microsoft LiveMeeting program. This program is free of charge and can be downloaded via [Microsoft's website](#). Check with your IT department to make sure that you can access Microsoft LiveMeeting.

Once you have installed the program you can access the LiveMeeting using the following information:

[Microsoft LiveMeeting Link](#)

Meeting ID:

dd265e5301444b33964e55034bf3c104

Entry Code: 5082

The LiveMeeting will open at 9:00am CDT on the day of the meeting.

Audio Information

Phone: 1.888.767.1050

Conference ID: 98681283

Email hannah.zerphey@va.gov with questions.



Disaster Recovery: Recent Emergency & Disaster Declarations

Recently, the Federal Emergency Management Agency (FEMA) launched its newly redesigned website for [declared disasters](#). Providing users with a comprehensive list of the most current Presidentially declared natural disasters and emergencies, this site also allows users to conduct filtered searches of all declarations, find disaster recovery centers, and stay up-to-date with the most recent policies and guidance. In light of this, we will no longer be publishing the recent emergency and disaster declarations in the FSS eNewsletter. Bookmark the FEMA Declared Disasters page to keep up-to-date with the most recent declarations!



Around the VA: Women's Healthcare

Women veterans are the fastest growing subgroups of US veterans, currently comprising about [8% of the total veteran population](#). Over the next 10 years this number is expected to increase dramatically and VA healthcare services are expected to be in high demand by women currently serving in operations abroad.

The VA recognizes the healthcare needs of its female veterans and is committed to meeting these needs through [expanded state-of-the-art services](#), including:

Primary Care...General health evaluations and counseling; disease prevention & cancer screenings; nutrition counseling & weight control; mental health evaluations & assistance; and treatment & counseling for military sexual trauma.

Specialty Care...Management and screening of chronic conditions; reproductive healthcare; and rehabilitation, homebound, and long-term care.

Telephone Care...VA healthcare professionals are available by phone at each VA Medical Center to answer questions and advise on health concerns 24/7.

Find women's healthcare related acquisitions from the VA and other government agencies on [FedBizOpps!](#)

VA Medical Center Spotlight:

Birmingham VA Medical Center

Providing healthcare services to veterans in the [VA Southeast Network \(VISN 7\)](#), the [Birmingham VA Medical Center](#) is an acute tertiary care facility and referral center. Operating nearly 500 beds, the Birmingham VAMC consists of one inpatient facility and eight [community-based outpatient clinics](#). Recently, the Birmingham facility underwent significant construction, which provided for state-of-the-art facilities and equipment to be added to all clinical programs.

Specialty services include an extensive [Cardiology Program](#), offering complete cardiovascular care, 24/7 [emergency room](#) services, geriatric research and assessment services, [palliative care](#), [post-traumatic stress](#) and [substance abuse](#) programs, as well as [specialized surgeries](#).

Additionally, the Birmingham VAMC operates the [VA Teacher Ambassador Program](#), an extensive community outreach program designed to teach students about veterans and patriotism and educate teachers about the VA system.

Find healthcare related acquisitions from this facility on [FedBizOpps!](#)



Did You Know...October is Disability Employment Awareness Month!

Employers who ensure that inclusive workplace policies and practices are woven into the fabric and culture of the organization create an environment that encourages all workers—including those of us with disabilities—to work to their full capacity and contribute fully to the organization's success. – Kathy Martinez, assistant secretary of labor for disability employment policy

October marks Disability Employment Awareness Month, a federally recognized designation that recognizes the employment issues faced by persons with disabilities. The [US Labor Department's Office of Disability Employment Policy's](#) official theme for this year is "A Strong Workforce is an Inclusive Workforce: What Can YOU Do?" – a theme that promotes workforce diversity and inclusion of workers with disabilities, who represent a highly skilled talent pool.



With one in three service-connected disabled veterans working in the public sector, as of August 2011, the VA is taking continued action to implement strategies for hiring, promoting, and integrating individuals with disabilities into the VA workforce.

Resources: <http://www.dol.gov/odep/topics/ndeam/#.UHQ0nIHf1OU>; <http://www.bls.gov/news.release/vet.nr0.htm>

Training Center (cont'd from pg. 2)

Proposal Review & Award Process...The goal of our review process is to ensure the offeror is responsible, the Government is receiving a fair and reasonable price, and that any potential contract award is in the best interest of the Government. Your proposal will be assigned to a contract specialist for review.



The VA FSS review process usually takes 180 calendar days, but may take more depending on the completeness and complexity of the offer. A complete and accurate offer will accelerate the process, while incomplete or incorrect submissions may be returned to you for clarification or without further action. Generally, the review time for proposals that must be submitted to the VA Office of Inspector General (OIG) exceeds 180 days – see if your proposal meets the [requirements](#) for OIG review. Once the CS completes their review of your proposal they will schedule negotiations.



The Government's negotiation objective is to establish pricing, terms, and conditions that are equal to or better than those received by your Most Favored Customer (MFC). After negotiations the CS will request your Final Proposal Revision (FPR) and prepare a final version of your offer for review and subsequent award.



Upon award, your firm will receive a VA Schedule contract and will be eligible to start doing [business](#) with the Government through the Schedules program.

Proposal Assistance...Contact the [FSS Help Desk](#) for information on submitting a proposal or on the VA FSS review and award process! Additional help is available from your local [Procurement Technical Assistance Center \(PTAC\)](#). The PTAC offers a wide range of assistance – *most free of charge* – through one-on-one counseling, classes, seminars, and matchmaking events.

Visit the [Getting on Schedule](#) page for additional information!

In the News (cont'd from pg. 1)

 **PL Team...**For the 2012 PL pricing updates, we will have a dedicated team of Federal Supply Schedule CS who will be responsible for processing the contract modifications – your assigned PL CS may not be the same as your permanently assigned CS.

 **PL Modification Process...**Details on submitting the PL request for modification and related documentation will be made available in the PL request for modification form and Federal Supply Schedule Dear Manufacturer Letter, to be released on or around November 1st. Stay tuned for updates!

 **Website...**Be sure to bookmark the [FSS Public Law website](#) to access the 2012 PL request for modification package, and Addendum A to the Pharmaceutical Pricing Agreement, as well as related announcements, and any changes to the 2012 PL process!

Thank you in advance for continuing to partner with the Federal Supply Schedule Service in order to make the 2013 Public Law Pricing Update Project a resounding success. If there are any questions related to the above, please feel free to email us at ammhinPLCoreTeam@va.gov.

Customer Training Center: Using a VA Schedule Contract!

You asked and we listened – this month we are introducing a new training section just for our Federal Government customers! The VA Schedules program is more than just rules and regulations, it is the process of using a streamlined acquisition vehicle to make sound business determinations and receive the best products and services for the Government.

Each month, the Customer Training Center will walk you through the unique aspects of the VA Schedules program, including

- ✓ Purchasing options;
- ✓ Multiple award schedule acquisition policies; and
- ✓ Available resources

Coupled with the information available on the [VA FSS Web Portal](#), the Customer Training Center will help you better understand how the VA Schedules program can assist your agency in developing an efficient acquisition strategy and receive the best deal for the Government.



Upcoming Events

October 9-10 [FSS/SPH Supplier Show](#) VISN 22, Las Vegas, NV

October 15-18 [Medtrade Conference & Expo](#) Georgia World Congress Center, Atlanta, GA

October 24 [FSS/SPH Supplier Show](#) VISN 9, Memphis, TN

October 25 [FSS/Supplier Show](#) VISN 16, Little Rock, AR

October 30 [FSS/SPH Supplier Show \(Safe Patient Handling\)](#)
VISN 4, Erie, PA

October 31 [FSS Customer Training Webinar: Commercial Sales Practices](#)

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	28	29	30	31			

For more information, check out the [FSS Calendar of Events!](#)

Useful Web Links

[FSS Web Portal](#)

[Contact Us](#)

[Customer Survey](#)

[Resource Library](#)

[VA Schedule Programs](#)

[Training](#)

[FSS Contractors](#)

[Sales Reports & IFF](#)

[Modification Request Forms](#)

[FSS Customers](#)

[Priorities of Use](#)



New Contracts & Extensions

View a complete listing of contracts that were [awarded](#) or [extended](#) in September 2012!

Visit the [NAC Contract Catalog Search Tool \(CCST\)](#) or [GSA eLibrary](#) to obtain pricing information for these and all VA FSS contracts. For questions, comments, or to learn more about the VA FSS program contact the FSS Help Desk:

Monday – Friday 7:30am – 3:30pm

(e) helpdesk.ammhinfss@va.gov

(p) (708) 786-7737

VA NAC Federal Supply Schedule

Address: PO Box 37, Bldg 76
1st Avenue, One Block North of 22nd Street
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Phone: (708) 786-7737

Fax: (708) 786-5828

Email: helpdesk.ammhinfss@va.gov

Web Portal: <http://www.fss.va.gov>

Customer Survey: <http://www.va.gov/nac/customersurvey/>

