

Doing Business With VA

VA



**U.S. Department
of Veterans Affairs**

Office of Small and Disadvantaged
Business Utilization

This comprehensive reference guide is a resource tool to help small and Veteran businesses do business with VA.

U.S. Department of Veterans Affairs
Office of Small and Disadvantaged
Business Utilization (OOSB)

810 Vermont Avenue, NW
Washington, DC 20420
Telephone: 1-866-584-2344
Email: osdbu@va.gov
Internet: <http://www.va.gov/osdbu>

This reference guide is a product of staff
with contributions from external sources.

December 2019

TABLE OF CONTENTS

INTRODUCTION.....4

 VA Small Business Goals5

 VA Veteran Entrepreneur Portal5

DOING BUSINESS WITH VA6

 What Does VA Buy6

 Prime Contracting Dollars for Small Businesses6

 Become Familiar with Acquisition Regulations6

VA OSDBU FRAMEWORK FOR SUCCESS.....8

 AWARENESS.....9

 RISK MITIGATION10

 ACCESS10

 PROCUREMENT MECHANISMS.....12

 PERFORMANCE14

DOING BUSINESS WITH VA REFERENCE GUIDE RECAP.....14

SMALL BUSINESS RESOURCES15

INTRODUCTION

Small businesses continue to serve as the engine for U.S. economic growth by providing jobs and innovation—and increasing competition to the federal marketplace. Doing business with the Department of Veterans Affairs (VA) fuels the engine of small businesses and offers an opportunity for them to provide products and/or services to our nation's Veterans.

No matter how small your business, VA is a potential customer.

Doing Business with VA Reference Guide provides small businesses with options for learning more about contracting opportunities with VA. Through VA OSDBU Cycle of Success business model, small businesses can: determine if they are procurement ready to do business with VA; learn about small business programs and who to contact for assistance; learn about contracting processes and procedures based on federal acquisition rules and regulations; learn about contracting vehicles used to secure a contract award; and learn how to better navigate the VA contracting process. Through VA's nationwide network of program and contracting offices, billions of dollars in procurement contracts are awarded to small businesses. VA coordinates programs and implements services to help Veteran-owned and other small businesses access procurement opportunities. For more information, visit <http://www.va.gov/osdbu/library/dbwva.asp>.

VA Office of Small and Disadvantaged Business Utilization

VA Office of Small and Disadvantaged Business Utilization (OSDBU) provides guidance, information, and resources to help small businesses build and grow. The mission of VA OSDBU is to enable Veterans to gain access to economic opportunities by leveraging the federal procurement system and expanding participation of procurement-ready small businesses.

OSDBU initiates programs that focus on bridging the gap between small businesses and contracting opportunities, ultimately helping small and Veteran-owned businesses contribute most effectively to the mission of VA.

VA Small Business Programs

For acquisition purposes, Veteran-owned and other small businesses must be independently owned and operated, not dominant in the field of operation in which they are bidding on government contracts, and otherwise qualify as a small business under the criteria and size standards developed by the Small Business Administration (SBA).

OSDBU's programs ensure that a fair proportion of total purchases, contracts, and subcontracts for property and services for VA are placed with Veteran-owned and other small businesses.

The **VA Veterans First Contracting Program** provides VA the unique authority to award set-aside and sole source contracting opportunities to VA-verified Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB) firms. Learn more about Public Law 109-461, the law authorizing the Program, at <http://www.va.gov/ogc/docs/pl109-461.pdf>.

Small business interested in participating in the VA Veterans First Contracting Program must participate in the Veterans First Verification Program (Vets First) to complete the verification process through the **Center for Verification and Evaluation (CVE)**. Learn more at <http://www.va.gov/osdbu/verification/> or apply at <https://access.va.gov/accessva/?cspSelectFor=vems>.

VA encourages participation in contracting and procurement opportunities by one or a combination of the following small business programs.

- **SDVOSB**
<https://www.va.gov/osdbu/verification/index.asp>
- **VOSB**
<https://www.va.gov/osdbu/verification/index.asp>
- **8(a) Business Development Program**
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>
- **Historically Underutilized Business Zone (HUBZone) Program**
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>
- **Women-Owned Small Business (WOSB) Program**
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>
- **Economically Disadvantaged Women-Owned Small Business (EDWOSB) Program**
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>

VA Small Business Goals

VA goals for the percentage of contracts awarded to small and Veteran-owned businesses are aggressive and aimed to maximize the use of the various Small Business Programs; visit [VA Small Business Programs Goals and Achievements](#) webpage to learn more.

VA Veteran Entrepreneur Portal

In partnership with Business USA, VA OSDBU [Veteran Entrepreneur Portal \(VEP\)](#) quickly connects Veteran entrepreneurs to relevant best-practices and provides direct access to the resources that guide small businesses seeking opportunities with VA and other federal agencies.

DOING BUSINESS WITH VA

VA is one of the largest procurement and supply agencies of the federal government with a long-standing commitment to building relationships between small businesses and procurement decision makers (PDMs) effectively leading to contracting opportunities.

What Does VA Buy

VA acquires a wide range of products and services from local, regional, and national sources. The following list provides a general summary of products and services procured throughout VA.

- SUMMARY OF PRODUCTS AND SERVICES VA PROCURES
- Pharmaceuticals supplies
- Medical and surgical supplies
- Facility equipment, supplies, and materials
- Medical equipment maintenance and repair
- Scientific equipment maintenance and repair
- Building construction, maintenance, and repair
- Prosthetic and orthopedic aids
- Non-IT enterprise-wide solutions
- Enterprise-wide IT solutions
- Architect/engineer services

Prime Contracting Dollars for Small Businesses

Dedicated to the success of Veteran-owned and other small businesses, VA OSD BU guides the procurement readiness and Framework of Success processes to help small businesses better position for opportunities as a prime contractor or subcontractor. VA data retrieved from the Federal Procurement Data System (FPDS) showcases VA top 10 spend obligations during FY 2018 (October 1, 2017 through September 30, 2018).

FY 2018 Top 10 Industries by NAICS Code (VA)	Total Procurement	SB Obligation \$	SB%
325412 - Pharmaceutical Preparation Manufacturing	\$ 6,119,240,834	\$ 100,584,235	2%
621111 - Offices of Physicians (Except Mental Health Specialists)	\$ 2,763,314,842	\$ 35,226,018	1%
236220 - Commercial and Institutional Building Construction	\$ 1,438,945,849	\$ 1,273,301,114	88%
339112 - Surgical and Medical Instrument Manufacturing	\$ 1,148,978,532	\$ 527,629,462	46%
339113 - Surgical Appliance and Supplies Manufacturing	\$ 1,090,925,016	\$ 489,649,477	45%
541512 - Computer Systems Design Services	\$ 1,024,869,862	\$ 189,553,885	18%
541519 - Other Computer Related Services	\$ 651,870,196	\$ 601,138,782	92%
621492 - Kidney Dialysis Centers	\$ 608,488,405	\$ 1,676,029	0%
334517 - Irradiation Apparatus Manufacturing	\$ 538,522,555	\$ 11,376,501	2%
334510 - Electromedical and Electrotherapeutic Apparatus Manufacturing	\$ 454,455,584	\$ 99,914,809	22%

Become Familiar with Acquisition Regulations

Federal Acquisition Regulation (FAR) establishes guidelines that help small businesses wanting to do business with federal agencies learn the rules and requirements of contracting. Like FAR, VA has acquisition regulations that comply with FAR—known as VA Acquisition Regulation (VAAR). VAAR contributes to FAR and supplements it with VA specific rules. Learn more at <http://www.va.gov/oal/library/vaar/>.

The following are some relevant FAR and VAAR sections.

- **FAR Part 13–Simplified Acquisition Procedures** provide a detailed overview of federal contracting procedures.
- **FAR Part 14–Sealed Bidding** presents the use of sealed bidding, solicitation of bids, submission of bids, opening of bids and award of contract.
- **FAR Part 15–Contract by Negotiations**
- **FAR Part 16–Types of Contracts** provides a detailed overview of procurement mechanisms.
- **VAAR Subchapter C–Contracting Methods and Contracting Types** describes VA contracting methods and contract types such as:
 - **VAAR Part 813–Simplified Acquisition Procedures** details procedures, actions at or below the micropurchase threshold, and simplified acquisition methods.
 - **VAAR Part 814–Sealed Bidding** presents the use of sealed bidding, solicitation of bids, submission of bids, opening of bids and award of contract.
 - **VAAR Part 815–Contracting by Negotiation** describes the source selection, contract pricing, and unsolicited proposals processes.
 - **VAAR Part 816–Types of Contracts** explains the selection of contracts types, indefinite-delivery contracts

Be Prepared. Be Procurement-Ready.

Doing business with VA as a government contractor significantly increases your company’s growth in many ways. OSDDBU encourages all small businesses to be procurement ready–able to meet the requirements necessary to compete for VA and federal contracting opportunities.

VA OSDBU FRAMEWORK FOR SUCCESS

VA OSDBU Cycle of Success outlines information used to help small businesses, particularly SDVOSBs and VOSBs, efficiently and effectively position themselves to work with VA. It also demonstrates steps that promote small business success in federal government contracting. The five stages of the VA OSDBU Cycle of Success highlight:

- **AWARENESS**

Insight regarding ongoing opportunities and regulatory guidance within VA acquisition and contract procurement processes. Learn more at <http://www.va.gov/OSDBU/outreach/dap/index.asp>.

- **RISK MITIGATION**

Solutions to help minimize risks for both small businesses and the federal government. Learn more at <http://www.va.gov/OSDBU/outreach/dap/index.asp>.

- **ACCESS**

Programs and resources for small businesses to market services to and engage with PDMs and contracting professionals. Learn more at <http://www.va.gov/OSDBU/outreach/dap/index.asp>.

- **PROCUREMENT MECHANISMS**

Details on contracting vehicles and contract types used in federal acquisition of products and services. Learn more at <http://www.va.gov/OAL/library/vaar/index.asp>.

- **PERFORMANCE**

Tools and operations used to help small businesses document contract performance. Learn more at <http://www.cpars.gov>.



AWARENESS

- System for Award Management (SAM)
- Web Site – VA Firewall (BrightCloud)
- Requests for Information (RFIs)
- Be Present
- Beta.SAM.gov (Contract Opportunities)
- Forecast of Contracting Opportunities (FCOs)
- Trade Publications
- Market Research

RISK MITIGATION

- Past Performance = CS
- Corporate Experience = CS
- Certifications = CS
- Resumes = CS
- Core Competencies = CS
- Start Small
- Get Verified = CVE
- Demonstrate Procurement Readiness
- Know the Rules
- Customer Research
- Know the Language

ACCESS

- VA Direct Access Program (DAP)
- National Veterans Small Business Engagement (NVSBE)
- Business Opportunity Sessions (BOSS)
- VA Strategic Outreach and Communications (SOC)
- Due Diligence – Responsibility

PROCUREMENT MECHANISMS

- VA Federal Supply Schedule (VA FSS) = Federal Supply Schedules (GAA and VA)
- Blanket Purchase Agreements (BPAs) = Contract Types
- Indefinite Delivery, Indefinite Quantity Contracts (IDIQs) = Contract Types
- Sole Source vs Set-Aside Contracts = Contract Types
- Simplified Acquisition Threshold Contracts (SATCs) = Contract Types
- Tradeoffs (Best Value) = Procurement Techniques
- Lowest Price Technically Acceptable (LPTA) = Procurement Techniques

PERFORMANCE

- Contractor Performance Assessment Reporting System (CPARS)
- Electronic Subcontracting Reporting System (eSRS)
- Success Stories
- Reference/Testimonials
- Visit On-site Staff and Customer

AWARENESS

Awareness—the first step of VA OSDBU Framework for Success—is an essential component of doing business with VA. During this step, Veteran-owned and other small businesses gain insight on ongoing contracts and regulatory guidance of VA acquisition and contract opportunity processes.

Awareness Action Items

- **Register with [System for Award Management \(SAM\)](#)**, the most important process for businesses seeking opportunities with the federal government.
- **Build a company website** to showcase small business achievements, products, and services to potential customers and business partners. Provide the most up-to-date information and points of contact.
- **Respond to the Requests for Information (RFI)** from potential federal and commercial customers to demonstrate eligibility for solicited opportunities.
- **Be present and aware.** Attend local, regional, and national networking and contracting events to gather information and share resources. Take part in procurement conferences and training sessions offered by VA, Small Business Administration (SBA), Procurement Technical Assistance Centers (PTACs), other federal agencies, commercial corporations, and other small business resource organizations.

Procurement Readiness Action Items

- **Register with [Dun & Bradstreet](#)** to obtain a D-U-N-S Number, a nine-digit number unique to each small business. **Know your [North American Industry Classification System \(NAICS\) Codes](#)**, the six-digit industry codes that identify and classify small business products and services.
- **Register in SBA's Small Business Database** by completing all SAM registration sections. Registering in SAM registers you in SBA's [Dynamic Small Business System \(DSBS\) Database](#).
- **Create a Capabilities Statement** to emphasize the small business capabilities, demonstrate past performance, and showcase competitive advantages.
- **Know small business requirements.** [SBA](#) offers resources to help small businesses understand the federal marketplace.
- **Know [Federal Acquisition Regulation \(FAR\)](#) guidelines** and how they work in conjunction with [VA Acquisition Regulation \(VAAR\)](#).
- **Subscribe to trade publications** to stay informed of industry and small business trends.
- **Conduct market research** for information on industry and competitive analysis. Know how the industry market, customers, and competition affect your small business.

Find Federal Contracting Opportunities:

- beta.SAM.gov contains federal contracting opportunities over \$25,000. Learn more about beta.SAM.gov at <https://beta.SAM.gov>.
- [VA Forecast of Contracting Opportunities \(FCO\)](#) presents best estimates of procurement opportunities expected for current and future fiscal years. Each federal agency produces a FCO with all information published for planning purposes only.
- [VA Contract Catalog Search Tool \(VA CCST\)](#), maintained by VA National Acquisition Center (NAC), is updated daily to provide detailed contracting opportunities managed through the [VA Federal Supply Schedule \(VA FSS\)](#) Service and other national contract vehicles. VA CCST contains more than 1,700 active contracts, such as Blanket Purchase Agreements (BPAs) and Basic Ordering Agreements (BOAs).

RISK MITIGATION

Risk Mitigation—the second step of VA OSDBU Framework for Success—protects the interests of both the small business supplier and the VA customer. VA mitigates risk by selecting eligible Veteran-owned and other small businesses that successfully meet federal requirements to perform work as prime contractors and/or subcontractors. Small businesses mitigate risk by ensuring that each company showcases its corporate experiences, core competencies, achievements, and applicable certifications to successfully perform on awarded contracts.

Mitigate Risk by Subcontracting

Partner with procurement-ready prime contract holders as a subcontractor. Subcontracting is a great opportunity for small businesses to reduce potential risks by obtaining significant, practical experience. In fact, most prime contracts awarded to large businesses for \$700,000 or above (\$1.5 million for construction for public facilities) must include a subcontracting plan that offers opportunities for small businesses to partner. Learn more about subcontracting opportunities at <http://www.va.gov/osdbu/programs/subcontracting.asp>.

SBA lists government-wide subcontracting opportunities online at <http://www.sba.gov/content/sub-net> and <http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting>.

Risk Mitigation Programs and Resources

- VA Veterans First Contracting Program provides VA the unique authority, per Public Law (P.L.) 109-461, to contract with SDVOSBs and VOSBs for set-aside and sole source contracts. Upon approval, VA-verified SDVOSBs and VOSBs obtain documented proof of eligibility—providing confidence to VA that set-asides are being awarded to legitimate firms owned and controlled by Veterans. Learn more at <http://www.va.gov/osdbu/verification/>.
- Vendor Information Pages (VIP) lists VA-verified SDVOSBs and VOSBs. Company profiles are visible and searchable within the database throughout the duration of SDVOSB/VOSB verification. Learn more at <http://www.vip.vetbiz.gov/>.
- Verification Assistance Program (VAP) is designed to help Veterans understand the verification process and policy. Learn more at <http://www.va.gov/osdbu/verification/assistance/index.asp>.
- VA-Certified Verification Counselors are trained by VA to help small businesses understand the verification process. Find a counselor in your state at <http://www.va.gov/osdbu/verification/assistance/counseling.asp>.
- Past Performance reports are used during the contract award selection process by VA PDMs and other federal contracting professionals to evaluate contractor eligibility. Performance reports provide contracting officials with a means to minimize risk by helping PDMs determine if a small business can meet contract obligations—as needed by the customer. Learn more about the Contractor Performance Assessment Reporting System (CPARS), a performance documentation system, in the Performance section of this guide.
- Simplified Acquisition Threshold (SAT), as outlined in FAR Part 13, are generally held for small businesses and offer contract opportunities with simplified acquisition procedures at a SAT of no larger than \$250,000. Simplified acquisition opportunities start at \$10,000.01—and extend to \$250,000—the federally-set SAT.

ACCESS

VA OSDBU provides small businesses, particularly SDVOSBs/VOSBs, access to opportunities and resources essential to small business success.

VA OSDBU Direct Access Program

VA OSDBU initiated the Direct Access Program (DAP) to ensure that SDVOSBs, VOSBs, and other small businesses have access to contracting opportunities and direct connections to PDMs within the federal and commercial marketplaces. DAP provides small business support on procurement readiness, guidance on VA-verification, and contact to small business liaisons (SBLs), as well as other services.

- Uniquely, DAP offers opportunities for small and large businesses to partner, network, and secure connections necessary to do business with VA and other federal agencies. DAP Opportunity Showcases (OSCs) are nationwide events that provide a competitive advantage and unique chances for interaction with potential customers interested in engaging and working with SDVOSBs, VOSBs, and other small businesses. Learn more about DAP at <http://www.va.gov/OSDBU/outreach/dap/index.asp>. Business Opportunity Showcases (BOSs) are structured events that allow small businesses to learn about projected future business requirements from potential customers and engage face-to-face with PDMs to discuss how their company's capabilities directly align with customer's needs.
- [National Veterans Small Business Engagement \(NVSBE\)](#), is the largest procurement event for the Veteran small business community.
- Commercial Opportunities (COs) allow VA to connect small businesses with commercial corporations to discuss partnering, subcontracting, and franchising.

Access [scheduled events](#) for small and Veteran businesses that are held nationally.

VA Small Business Liaisons

[VA Small Business Liaisons \(SBLs\)](#) are located nationwide and available to help small and Veteran businesses. SBLs offer advice to small businesses on industry-specific procurement opportunities and specialized contract components. SBLs are also specialized in VA small and Veteran business programs and provide detailed information about VA procurement contracting opportunities, small business program goals, VA small business verification, and much more.

PROCUREMENT MECHANISMS

Federal Acquisition Regulation System

FAR Part 16 details various contract types used in federal acquisition of products and services. FAR Part 16 Subparts are highlighted below. Learn more about federal acquisition contracts at <https://www.acquisition.gov/content/part-16-types-contracts>.

Contract Types

[FAR Part 16 – Types of Contracts](#) details various contract types used in the federal acquisition of products and services:

- **FAR Part 16.2 – Fixed-Price Contracts** are awards with a mutually-agreed upon set price.
- **FAR Part 16.3 – Cost-Reimbursement Contracts** allow payment to contractors for additional costs incurred as stated in the contract.
- **FAR Part 16.4 – Incentive Contracts** pay more profit based on improved delivery specifications.
- **FAR Part 16.5 – Indefinite Delivery Contracts** are used when a contract does not specify an actual quantity for supplies except for the minimum or maximum quantities that will be ordered during the period of the contract. Widely used throughout the federal marketplace, **indefinite delivery/indefinite quantity (IDIQ) contracts** specify an unknown quantity of services during a fixed time.
- **FAR Part 16.6 – Time and Materials, Labor-Hour, and Letter Contracts** specify the amount of time and materials that will be used to complete the end-product, hourly-wages to be paid to individuals for work provided, and authorization for immediate work performance—*respectively*.
- **FAR Part 16.7 – Agreements** define, in writing, contracting term negotiations between the agency and contractor.

VA Federal Supply Schedule (VA FSS) Service

Authorized by General Services Administration (GSA), VA manages nine multiple award schedule programs for medical equipment, supply, pharmaceutical, and service schedule programs. [VA FSS](#) provides access to in-demand products and services organized into three categories: pharmaceuticals, commodities, and services. Learn more at <http://www.fss.va.gov/>.

Procurement through VA FSS

VA procures billions of dollars' worth of products and services through nine FSSs. Below are details on VA procurement data during FY 2018 (October 1, 2017 through September 30, 2018). *Note:* Procurements through the nine VA-managed Schedules is performed by VA, other federal agencies, and state/city/county governments. VA's use of Schedules 65 and 66 are mandatory; Schedule 621 is optional.

VA Managed Federal Supply Schedule Spending Analysis

Schedules	VA-Managed FSS Medical Supplies	VA Total	Other Federal Government Agencies Total	State, City, County, Local Government Total	FY 2018 Total
621 I	Professional & Allied Healthcare Staffing Services	\$191,914,884.88	\$229,724,610.08	\$0.00	\$421,639,494.96
621 II	Medical Lab Testing & Analysis Services	\$130,481,305.24	\$987,450.00	\$0.00	\$131,468,755.24
65 I B	Drugs, Pharmaceuticals & Hematology	\$6,920,664,900.49	\$4,379,202,247.23	\$86,329.00	\$11,299,953,476.72

VA Managed Federal Supply Schedule Spending Analysis

65 II A	Medical Equipment & Supplies	\$1,431,607,842.41	\$244,583,536.91	\$1,568,196.76	\$1,677,759,576.08
65 II C	Dental Equipment & Supplies	\$49,034,110.95	\$60,889,493.19	\$440,622.00	\$110,364,226.14
65 II F	Patient Mobility Devices	\$227,602,750.00	\$1,811,112.00	\$0.00	\$229,413,862.00
65 VII	In Vitro Diagnostics, Reagents, Test Kits & Test Sets	\$93,109,763.00	\$36,663,745.00	\$0.00	\$129,773,508.00
65 V A	X-Ray Equipment & Supplies	\$5,713,192.05	\$707,888.00	\$0.00	\$6,421,080.05
66 III	Cost-Per-Test, Clinical Laboratory Analyzers	\$203,862,618.13	\$91,314,523.00	\$0.00	\$295,177,141.13
	Total Per Managed	\$9,253,991,367.15	\$5,045,884,605.41	\$2,095,147.76	\$14,301,971,120.32

Contracting Procedures

Federal agencies follow three types of contracting procedures during the contracting acquisition process.

- [FAR Part 13 – Simplified Acquisition Procedures](#) are used for federal soliciting and evaluating of bids up to \$250,000, the simplified acquisition threshold. **Note:** SAT opportunities are generally held for small businesses for awards at the micro-purchase threshold of \$10,000 for supplies (\$2,500 for services; \$2,000 for construction) and are capped at the federally-set threshold of \$250,000 for non-commercial purchases.
 - **Blanket Purchase Agreement (BPA)** is an example of a simplified acquisition procedure that offers an option to federal agencies and schedule contract holders to provide convenience, efficiency, and cost reductions.
 - **Federal Supply Schedule (FSS)** contracts, a type of GSA Schedule opportunity, can be a type of BPA. Learn more about the [GSA Schedules](#). For [VA FSS](#), GSA has authorized VA to manage the nine award programs for medical supplies.
- [FAR Part 14 – Sealed Bidding](#) is based on an invitation for bid.
- [FAR Part 15 – Contracting by Negotiation](#) incorporates two types of acquisition procedures:
 - **Sole source acquisitions** are used when only one small business can provide the necessary services needed; no solicitation is presented for bidding.
 - **Competitive acquisitions** require that sealed bid packages be submitted by competing companies detailing the price and terms of an offer, allowing the agency receiving the offers to select a competitive bidder with the best value.

Contracting officers also utilize the following policies when procuring commercial products and services:

- Learn more about [FAR Part 12 – Acquisition of Commercial Items](#) and **Subpart 12.1**.
- Learn more about [VAAR Part 812 – Acquisition of Commercial Items](#) and **Subpart 812.3**.

PERFORMANCE

Federal regulations require all agencies to document the performance of all contractors. This detailed information helps federal buyers determine if a small business is capable of delivering and meeting contract requirements prior to an award. [CPARS](#) is used to report contractor performance and accomplishments on past contract awards.

- [FAR Part 9 – Contractor Qualifications](#) identifies requirements for contracting officers to enter Determinations of Non-Responsibility in Federal Awardee Performance and Integrity Information System (FAPIS).
- [FAR Part 42 – Contract Administration and Audit Services](#) identifies requirements for documenting contractor performance assessments and evaluations for systems, non-systems, architect-engineer, and construction acquisitions.

DOING BUSINESS WITH VA REFERENCE GUIDE RECAP

VA OSDBU strives to provide small and Veteran-owned businesses wanting to do business with VA the support, resources, and tools needed to succeed in their contracting efforts.

SMALL BUSINESS RESOURCES

VA OSDBU

- VA Office of Small and Disadvantaged Business Utilization (OSDBU)
<http://www.VA.gov/OSDBU>
- VA OSDBU Veteran Entrepreneur Portal
<http://www.va.gov/osdbu/entrepreneur/index.asp>
- Direct Access Program
<http://www.va.gov/OSDBU/outreach/dap/index.asp>
- Events Calendar
<https://www.va.gov/osdbu/calendar.asp>

CVE

- VA Verification Assistance Program
<http://www.va.gov/osdbu/verification/assistance/index.asp>
- Vets First Contracting Program
<http://www.va.gov/osdbu/verification>
- CVE Self-Assessment Tool
http://gcctech.fluidsurveys.com/s/Verification_Self_Assessment_Tool/
- VA Vendor Information Pages
<http://www.vip.vetbiz.va.gov>

PROCUREMENT

- VA Forecast of Contracting Opportunities
<http://www.vendorportal.ecms.va.gov/eVP/FCO/fco.aspx>
- VA National Acquisition Center/NAC
<http://www.va.gov/oal/about/nac.asp>
- System for Award Management/BETA
<https://beta.SAM.gov>
- SBA Sub-Net Subcontractor Database
https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
- Acquisition Central
<http://www.acquisition.gov>
- VA Federal Supply Schedule Service
<http://www.fss.va.gov>
- Federal Procurement Data System/FPDS
<https://www.fpds.gov>
- North American Industry Classification System/NAICS
<http://www.census.gov/naics>
- USA Spending
<https://www.usaspending.gov/Pages/Default.aspx>

PERFORMANCE SYSTEM

- Contractor Performance Assessment Reporting System
<http://www.cpars.gov>

SMALL BUSINESS ASSISTANCE

- Procurement Technical Assistance Center/PTAC
<http://www.ptac-us.org>
- System for Award Management
<http://www.sam.gov>
- U.S. General Services Administration Advantage
<http://www.gsaadvantage.gov>
- Federal OSDBU Council (OSDBU Directors/Offices)
<https://www.va.gov/OSDBU/council/interagency-council.asp>

SBA

- SBA
<http://www.sba.gov>
- SBA Small Business Development Centers
<https://www.sba.gov/tools/local-assistance/sbdc>
- SBA Certificate of Competency Program
<https://www.sba.gov/content/certificate-competency-program>
- Dynamic Small Business Search
http://web.sba.gov/pro-net/search/dsp_dsbs.cfm

For further assistance, contact VA OSDBU Help Desk

1-866-584-2344 or osdbu@va.gov

In preparation of the Doing Business with VA reference guide, VA OSDBU gathered information from the websites of several federal government agencies including VA, Small Business Administration, General Services Administration, and Federal Procurement Data System-Next Generation, among others. Information provided herein adheres to VA guidelines and federal government standards.