

**VA**



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

Office of Small and Disadvantaged  
Business Utilization

# Doing Business

With **VA**

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

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## INTRODUCTION

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Small businesses continue to serve as the engine for U.S. economic growth by providing jobs and innovation. While serving our nation's Veterans, the U.S. Department of Veterans Affairs (VA) also offers opportunities for small businesses to increase their presence in the federal, state, and commercial marketplaces.

***VA is a potential customer for small businesses of any size.*** As one of the federal government's largest procurement and supply agencies, VA awards billions of dollars in contracting opportunities to procurement-ready small businesses each year.

The mission of the [Office of Small and Disadvantaged Utilization \(OSDBU\)](#) is to enable Veterans to gain access to economic opportunity by leveraging the federal procurement system and expanding the participation of procurement-ready small businesses. Veteran-owned and other small businesses are encouraged to utilize the tools and resources offered by VA OSDBU to assist them becoming procurement ready to meet the requirements necessary to compete for VA and federal contracting opportunities.

VA OSDBU developed the Doing Business with VA Reference Guide to help Veteran-owned and other small businesses:

- Understand how VA procurement opportunities are managed and sourced
- Gain better insight on how to effectively participate in the federal procurement marketplace
- Navigate the VA procurement process
- Become familiar with VA procurement decision makers and their top supply purchases
- Identify the right contracting and teaming opportunities
- Demonstrate capability to successfully perform on contract awards

This reference guide is an example of VA OSDBU's commitment to educating the Veteran-Owned Small Business (VOSB) and other small business community on how to do business with VA. Built on the foundation of VA OSDBU's framework for success, this guide provides the small business community with the fundamentals to maximize strategy implementation for the purpose of doing business with VA as a prime contractor or through a partnering relationship. The content in this guide is a compilation of internal industry experts dedicated to servicing VOSBs and other small businesses wanting to do business with VA.

## VA OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

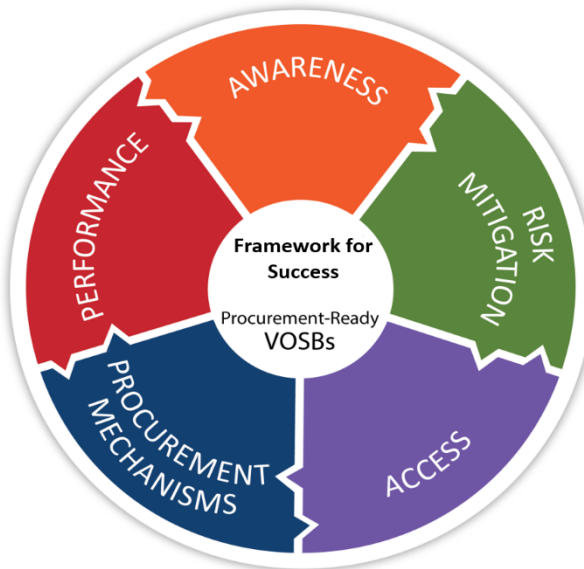
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VA OSDBU facilitates programs and implements services that help Veteran-owned and other small businesses gain access to procurement opportunities. Small businesses should become familiar with the procurement acquisition process and customer business-needs to take advantage of contracting opportunities. VA OSDBU focuses on bridging the gap between small businesses and contracting, ultimately helping small and Veteran-owned businesses contribute most effectively to the mission of VA.

VA OSDBU also manages the Veterans First Contracting Program, governed by [Public Law 109-461](#), that provides VA the unique authority to award set-asides and sole source contracts to VA-verified Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs).

The VA OSDBU Framework for Success is used to outline best practices for Veteran-owned and other small businesses when doing business with VA. It highlights procurement procedures, processes, and policies—and how they relate to acquisition regulations.

# VA OSDBU FRAMEWORK FOR SUCCESS



## 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

**VA OSDBU Framework for Success**—a five-step process that outlines best practices for both VA and small businesses, particularly *Veteran-Owned Small Businesses (VOSBs)*, to work together effectively.

**AWARENESS**—Gain insight regarding ongoing opportunities and regulatory guidance within VA acquisition and contract procurement processes.

**RISK MITIGATION**—Discover solutions to help minimize risks for both small businesses and the federal government.

**ACCESS**—Gain access to programs and resources for small businesses to market services to and engage with program decision makers (PDMs) and contracting professionals.

**PROCUREMENT MECHANISMS**—Learn details on contracting vehicles and contract types used in the federal acquisition of products and services.

**PERFORMANCE**—Use tools and resources to document contract performance.

## AWARENESS

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**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.
  - **Small businesses registered in SAM are automatically registered in the Small Business Administration's (SBAs) [Dynamic Small Business Search \(DSBS\)](#) Database**
  - DSBS is the database where all small businesses registered in SAM can be found
- **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 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.
- **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](https://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

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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

[Subcontracting](#) offers partnerships with procurement-ready prime contract holders—and is a great way for small businesses to obtain significant, practical experience while reducing potential risks. Access government-wide subcontracting opportunities via SBA [SUB-Net](#) and find potential subcontracting partners via [Directory of Federal Government Prime Contractors with Subcontracting Plans](#).

Considerably, **all large business prime contracts awarded** in the amount of \$700,000 or above (\$1.5 million for construction of public facilities) must include a subcontracting plan with opportunities for small businesses to partner on the contract.

### Risk Mitigation Programs and Resources

[VA Vets First Verification Program](#) is a program managed by VA Center for Verification and Evaluation (CVE) that verifies the eligibility of Veteran business owners and their companies for participation in the [VA Veterans First Contracting Program](#).

[Vendor Information Pages \(VIP\)](#) is a publicly-displayed, searchable database of VA-verified Service-Disabled SDVOSBs and VOSBs.

[VA Verification Assistance Program](#) is designed to help Veteran business owners understand the Vets First Verification Program, its verification process, and its governing policy.

[VA-Certified Verification Counselors](#) are located nationwide and trained by VA to help small businesses understand the VA Vets First Verification Program process.

Past performance reports, including [Contractor Performance Assessment Reporting System \(CPARS\)](#), are used during the contract award selection by VA PDMs and other federal agencies to evaluate a small businesses' past government contracting performance across all agencies. Past performance reports help PDMs determine if a small business is able to meet contract obligations as needed by the customer, which in turn, minimizes risk for all contract participants.

## ACCESS

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VA OSDBU provides resources to encourage federal contracting success among SDVOSBs, VOSBs, and other small businesses.

Through the [Direct Access Program \(DAP\)](#), Veteran-owned and other small businesses have *direct access* to both federal and commercial contracting opportunities and PDMs. These unique opportunities offer small and large businesses various chances to partner, network, and secure connections necessary to do business with VA, other federal agencies, and commercial corporations – and are often accessible through the following DAP events.

- **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

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### Federal Acquisition Regulation System

FAR is governed by Title 48 of the Code of Federal Regulations (48 C.F.R.) for federal government procurement across all agencies. FAR establishes rules and requirements for small businesses doing business with federal agencies.

Furthermore, VA also has acquisition regulations that comply with the FAR, known as [VAAR](#).

### 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.

### 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
<b>621 I</b>	Professional & Allied Healthcare Staffing Services	\$191,914,884.88	\$229,724,610.08	\$0.00	\$421,639,494.96
<b>621 II</b>	Medical Lab Testing & Analysis Services	\$130,481,305.24	\$987,450.00	\$0.00	\$131,468,755.24
<b>65 I B</b>	Drugs, Pharmaceuticals & Hematology	\$6,920,664,900.49	\$4,379,202,247.23	\$86,329.00	\$11,299,953,476.72
<b>65 II A</b>	Medical Equipment & Supplies	\$1,431,607,842.41	\$244,583,536.91	\$1,568,196.76	\$1,677,759,576.08
<b>65 II C</b>	Dental Equipment & Supplies	\$49,034,110.95	\$60,889,493.19	\$440,622.00	\$110,364,226.14
<b>65 II F</b>	Patient Mobility Devices	\$227,602,750.00	\$1,811,112.00	\$0.00	\$229,413,862.00
<b>65 VII</b>	In Vitro Diagnostics, Reagents, Test Kits & Test Sets	\$93,109,763.00	\$36,663,745.00	\$0.00	\$129,773,508.00
<b>65 V A</b>	X-Ray Equipment & Supplies	\$5,713,192.05	\$707,888.00	\$0.00	\$6,421,080.05
<b>66 III</b>	Cost-Per-Test, Clinical Laboratory Analyzers	\$203,862,618.13	\$91,314,523.00	\$0.00	\$295,177,141.13
	<b>Total Per Managed</b>	<b>\$9,253,991,367.15</b>	<b>\$5,045,884,605.41</b>	<b>\$2,095,147.76</b>	<b>\$14,301,971,120.32</b>



Acquisition requirements for VA FSS are clearly defined in the regulations below:

- [FAR Part 8 – Required Sources of Supplies and Services](#) and **Subpart 8.4**
- [VAAR Part 808 – Required Sources of Supplies and Services](#) and **Subpart 808.4**

## 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 to 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

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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.

## VA SMALL BUSINESS PROGRAMS

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### Veteran-Owned Programs

Small businesses that are new to VA's [Vet First Contracting Program](#) must take part in the [Vets First Verification Program](#) managed by [CVE](#). Public Law 109-461 allows VA to award set-asides and sole-source contracts to VA-verified [SDVOSBs](#) and [VOSBs](#).

VA also recognizes SBA program concerns—and is committed to providing small businesses, particularly those that are Veteran-owned, with assistance and guidance to successful work with VA.

### VA Small Business Programs

[Small Disadvantaged Business \(SDB\) Program](#) does not require the small business to partake in a SBA-managed certification program; the small business can self-certified upon registration in SAM. However, the business does need to meet the small business federal acquisition size standards and be 51 percent owned/controlled by U.S. citizens. Small business certification does not expire with an eligibility review occurring every three years or sooner to ensure small business compliance with governing regulations.

### VA Small Business Certification Programs

- [8\(a\) Business Development Program](#) is a two-phase business assistance program focused on helping disadvantaged small businesses gain access to set-aside contracting opportunities. Once certified as 8(a), a small business can also participate in sole-source contracting opportunities up to \$4 million for goods and services and up to \$6.5 million for manufacturing.
- [Historically Underutilized Business Zone \(HUBZone\) Program](#) businesses can participate in competitive and sole source contracting opportunities and receive a 10 percent price evaluation preference when competing for prime and/or subcontracting opportunities.

### Women-Owned Small Business Programs

The [Women-Owned Small Business Program \(WOSB\)](#) designation confirms that a firm is at least 51 percent owned and controlled by one or more women, and is primarily managed by one or more women who are U.S. citizens.

To be recognized as an Economically-Disadvantaged Women-Owned Small Business (EDWOSB) or a WOSB that is economically disadvantaged, owners must demonstrate that the company is in accordance with the requirements.

Each program, WOSB and EDWOSB, has a specific list of NAICS Codes identified by the Small Business Administration (SBA) that are used for qualification. As of October 1, 2017, there are [364 six-digit NAICS codes that align with WOSB qualification based on the 2017 list](#) and there are [80 six-digit NAICS codes that align with EDWOSB qualification based on the 2017 list](#).

Contracting officers are authorized to set aside contracts that fall within federally-mandated industries per NAICS Code. Each NAICS Code is designated as either WOSB or EDWOSB. *Note:* Only WOSB-specific NAICS Codes are eligible for WOSB contracts. Only EDWOSB-specific NAICS codes are eligible for EDWOSB contracts.

#### VA Subcontracting Programs

VA continues to support small businesses through subcontracting opportunities for SDVOSBs, VOSBs, and other small businesses.

VA OSDDBU promotes subcontracting programs to small businesses not yet ready to perform as prime contractors. VA requires that any contractor receiving an award for more than \$10,000 shall agree that small business concerns have the maximum practicable opportunity to participate in the contract awards. All prime contracts not awarded to small businesses—in excess of \$1.5 million for construction and \$700,000 for products and/or services—that offer subcontracting opportunities must contain a subcontracting plan. VA OSDDBU participates in pre-bid procurement events and conducts small business workshops to provide SDVOSBs, VOSBs, SDBs, WOSBs, and other small businesses opportunities to present business capabilities to prime contractors for teaming options. Learn more about the [VA Subcontracting Program](#).

For additional information about government-wide subcontracting opportunities, visit SBA [SUB-Net](#) and [Directory of Federal Government Prime Contractors with Subcontracting Plans](#).

#### **VA Small Business Socioeconomic Procurement 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 OSDDBU [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 committed to establishing and creating opportunities for relationship building among small businesses and PDMs to effectively lead to contracting opportunities.

VA OSDBU encourages all small and Veteran-owned businesses to be **procurement-ready** – *able to meet the requirements necessary to compete for VA and federal contracting opportunities.*

### What Does VA Procure?

As a government contractor, doing business with VA may increase your company’s overall growth. VA acquires a wide range of products and services from local, regional, and national sources. Top spends for VA procurement of products and services include:

- 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

Below are VA top 10 spend obligations during FY 2018 (October 1, 2017 – September 30, 2018) by industry/NAICS Code with dollars spends and contracting expenditures obligated to small businesses, according to data from the Federal Procurement Data System/FPDS.

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%

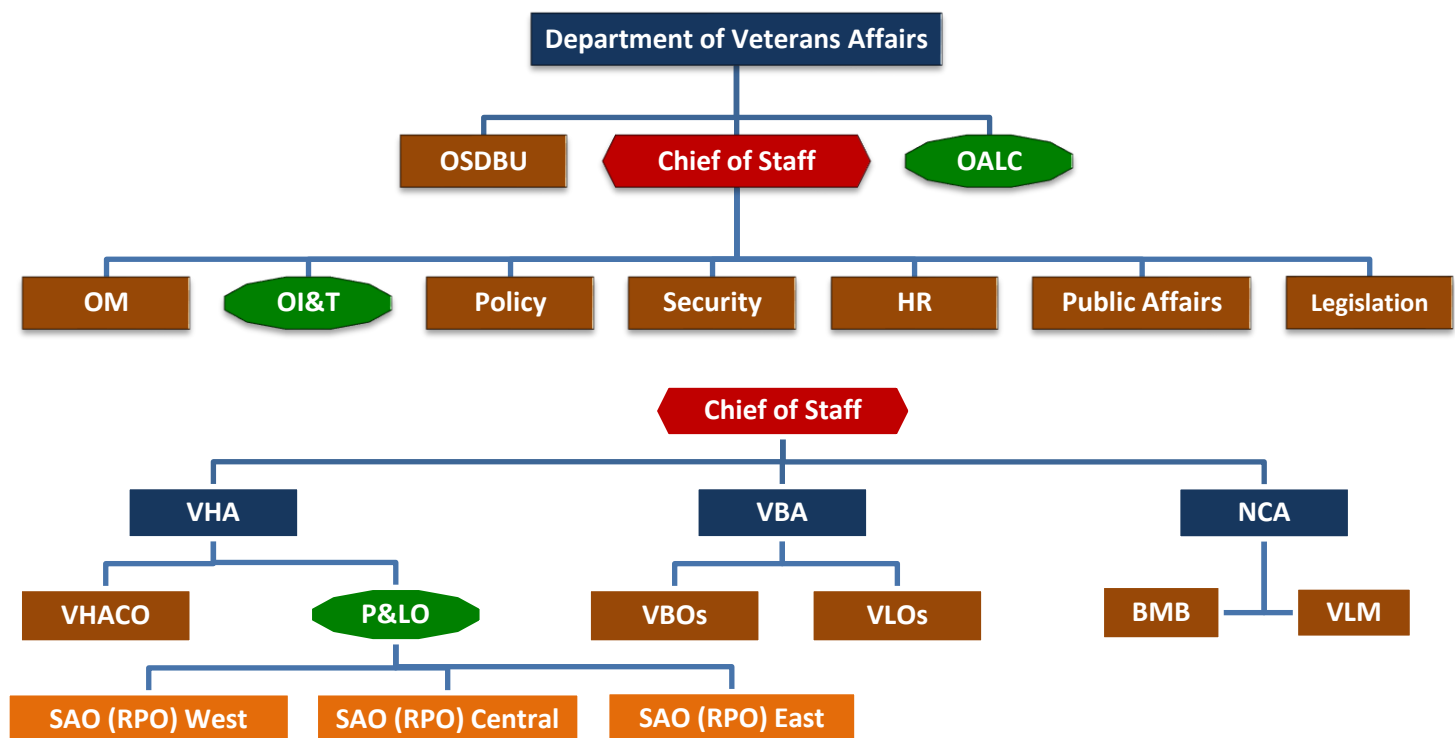
## Structure of VA

VA OSDBU is focused on transforming how procurement-ready small businesses gain access to contracting opportunities. Understanding VA's structure will help maximize small business efforts in contracting.

Below is an overview of VA's structure. Emphasis on VA Office of Acquisition, Logistics, and Construction (OALC), VA Office of Information & Technology (OI&T), and Veterans Health Administration (VHA) Procurement and Logistics Office (P&LO) is provided because these offices administer most of the contracting opportunities within VA.

With regards to VHA Service Area Offices (SAOs), they are now named Regional Procurement Offices (RPOs). We are noting both because FPDS still use SAOs to report VHA procurement data. Once changed, the data will reflect RPOs.

### VA Organization Chart



## VA CONTRACTING OPPORTUNITIES

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Small businesses can learn about potential contracting opportunities with VA by searching [VA Forecast of Contracting Opportunities \(VA FCO\)](#). Small businesses can discover current contracting opportunities throughout the federal government by searching [beta.SAM.gov](https://beta.SAM.gov)—the federal government's contracting Web portal. SBA provides access to government-wide subcontracting opportunities through [SUB-Net](#) and [Directory of Federal Government Prime Contractors with Subcontracting Plans](#).

## VA Forecast of Contracting Opportunities

Search for opportunities in VA FCO by office, state, or Veterans Integrated Service Network (VISN). The information published in VA FCO is an *estimate* of contracting opportunities and is *for planning purposes only*. FCO information is not an invitation for bids, a request for proposals, or a commitment by VA to purchase products or services.

Figure 1: VA Forecast of Contracting Opportunities Web Portal

The screenshot shows the 'Entire VA Search' page of the VA Forecast of Contracting Opportunities web portal. On the left is a navigation menu with links such as 'OSDBU Home', 'Main', 'Entire VA FCO Query', 'Centralized Facilities FCO Query', 'State FCO Query (Map Version)', 'State FCO Query (Text Version)', 'VISN FCO Query (Map Version)', 'VISN FCO Query (Text Version)', 'Business Resources', 'Contact Admin', and 'VA Vendor Portal'. The main content area is titled 'Entire VA Search' and includes a warning: 'WARNING: This form searches data for the entire VA. The search may take a long time and produce a lot of data.' Below this is a 'Search by Categories' section with the instruction: 'You may refine your search by using one or more of the following search criteria. The default will return ALL contracting opportunities.' The search criteria include: 'Select a Fiscal Year' (dropdown menu set to '- All -'), 'Select a Project Type' (dropdown menu with options: '- All -', 'Blanket Purchase Agreement', 'Enhanced Sharing', 'Federal Supply Schedule', 'General Service Administration Contract'), 'Procurement Vehicle' (dropdown menu with options: '- All -', 'Service Disabled Veteran Owned SB', 'Veteran Owned SB', 'HubZone Small Business', 'Small Disadvantaged Business 8(a) Participant', 'Small Disadvantaged Business', 'Women Owned SB'), 'Procurement Method' (dropdown menu with options: '- All -', 'Non Competitive', 'Total Set-Aside', 'Partial Set-Aside'), and 'Select a Product Service Code' (dropdown menu set to 'None'). There is also an 'Enter a Description' field with a text input box and a 'Search' button. A note at the bottom states: 'Note: Not all codes are represented at every site, and search criteria entered here could eliminate some Records.'

There are several search options to choose from:

- Search all VA  
<https://www.vendorportal.ecms.va.gov/eVP/fco/EntireVA.aspx?Type=Complete>  
Search by Centralized Facilities  
<https://www.vendorportal.ecms.va.gov/eVP/fco/CentralizedFacilities.aspx?Type=CentralizedFacility>  
Search by State
  - Using an interactive map: <https://www.vendorportal.ecms.va.gov/eVP/fco/StateMap.aspx>
  - Using text: <https://www.vendorportal.ecms.va.gov/eVP/fco/StateText.aspx>
- Search by VISN
  - Using an interactive map: <https://www.vendorportal.ecms.va.gov/eVP/fco/VisnMap.aspx>
  - Using text: <https://www.vendorportal.ecms.va.gov/eVP/fco/VisnText.aspx>

Contact the VA Acquisition Systems Helpdesk by phone at 1-877-634-3739 or [email](#) if you have any questions and/or require assistance.

## FedBizOpps Prime Contracting Opportunities

VA posts all federal business opportunities over \$25,000 on [beta.SAM.gov](https://beta.SAM.gov).



Follow the following steps to begin searching VA on [beta.SAM.gov](https://beta.SAM.gov):

**Step 1:** Visit [beta.SAM.gov](https://beta.SAM.gov); select Agencies

**Step 2:** **Select Contract Opportunities**, Enter Keyword **Veterans Affairs**; select Search

**Step 3:** Select a VA contracting opportunity that is a good fit for your small business

Use the advanced search function to access information by agency/office; Type of Notice including Special Notice, Sources Sought, and Combined Synopsis/Solicitation; Entity Name (DUNS); Service Classifications including NAICS Code, Product Service Code (PSC), and/or Set Aside); Place of Performance; and and/or a variety of date ranges.

## SBA SUB-Net Subcontracting Opportunities

SBA [SUB-Net](#) is where prime contractors post subcontracting opportunities. It is also where small businesses identify subcontracting opportunities in areas of expertise. Postings include solicitations or notices—for example, Notices of Sources Sought (NSS) for teaming partners and subcontractors on future contracts. SUB-Net is used by state and local governments, nonprofits, colleges and universities, and even foreign governments—all for the same purpose—to access active/available subcontracts. As a result, small businesses can expand their resources to identify tangible opportunities to bid. [Search Sub-Net to view current open contracting solicitations.](#)



## GET TO KNOW VA’S LARGEST BUYERS

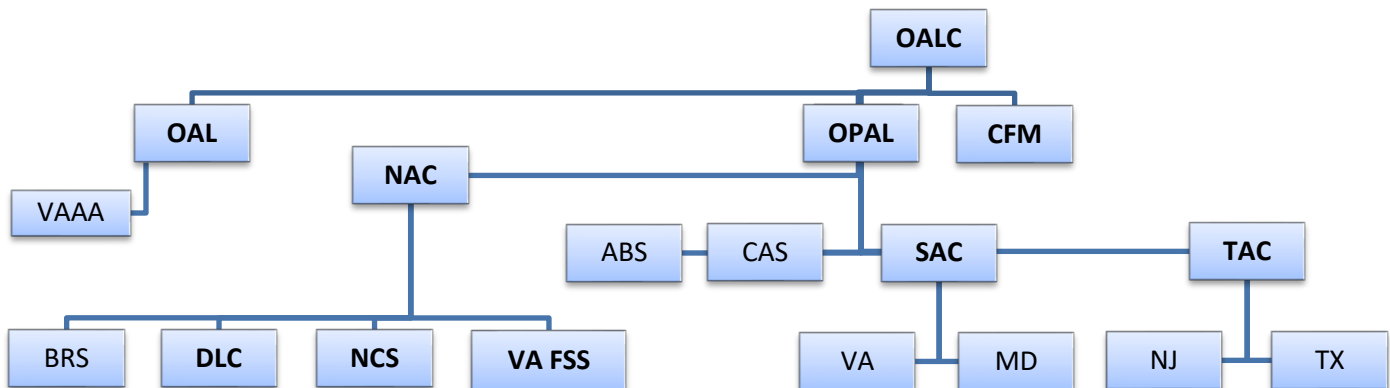
To understand who buys what for whom, procurement ready small businesses wanting to do business with VA should get to know the structure of the agency’s administrations and offices, particularly the following three offices:

- [VA Office of Acquisition, Logistics, and Construction \(OALC\)](#)
- [VA Office of Information and Technology \(OI&T\)](#)
- [VHA Procurement and Logistics Office \(P&LO\)](#)

Combined, these three VA offices and respective sub-offices procured over \$12 billion dollars in products and services in FY 2018—nearly 80 percent of VA’s total procurement expenditure budget.

### VA Office of Acquisition, Logistics, and Construction

[VA OALC](#) is a multifunctional office responsible for directing the Department’s acquisition, logistics, construction, and leasing functions. VA OALC provides direct operational support to VA administrations and staff offices via its three major sub-office components: [Office of Acquisition and Logistics \(OAL\)](#), [Office of Procurement, Acquisition and Logistics \(OPAL\)](#), and [Office of Construction and Facilities Management \(CFM\)](#). The following organization chart details VA OALC and its sub-offices and respective acquisition centers.



[VA OAL](#) is responsible for developing and accessing compliance with procurement policy and overseeing procurement internal control and risk management functions; developing logistics policy intended to optimize supply chain management functions including order fulfillment and spend management strategies; developing broad acquisition policy and procedures to assist program and project managers; and to ensure the integration and synchronization of critical program management functions.

### VA OAL Acquisition Offices

[OAL](#) provides comprehensive acquisition support for national health services and supply contracts, and establishes national level strategic sourcing contracts for healthcare services and products. [OAL](#) is also responsible for the Department of Veterans Affairs (VA) acquisition workforce professional development and operation of the VA Acquisition Academy, to ensure the availability of a well-qualified and certified VA acquisition workforce throughout the Department. [Visit the Office of Acquisition and Logistics website.](#)

## VA OPAL Acquisition Programs

- [Medical/Surgical Prime Vendor – Next General](#), mandatory for all VA medical centers, consists of seven prime vendor contracts.
- [Subsistence Prime Vendor](#) manages deliveries of food and service supplies — except bread, milk, and produce— to all VA Medical Centers.
- [High Tech Medical Equipment](#) maximizes the leverage of VA to minimize prices by consolidating medical equipment acquisitions.
- [Pharmaceutical Repackaging](#) executes BPAs against existing FSS contracts for pharmaceuticals in bulk sizes that facilitates delivery to a VA warehouse that supplies such products in government-labeled unit of use containers.

## VA Office of Procurement, Acquisition and Logistics (OPAL)

[VA OPAL](#) provides comprehensive operational and strategic acquisition support for acquisition requirements while directing acquisition, contracting, and contract administration through its sub-office components:

- [Strategic Acquisition Center \(SAC\)](#), with offices in Virginia and Maryland, provides dedicated acquisition and program management expertise and support for *non-IT enterprise-wide* solutions.
- [Technology Acquisition Center \(TAC\)](#), with offices in New Jersey and Texas, provides dedicated acquisition and program management expertise and supports *enterprise-wide solutions* in information and technology for VA OI&T.
- [National Acquisition Center \(NAC\)](#) supports health care requirements of VA and other government agencies.
- [Denver Logistics Center \(DLC\)](#) provides supply chain management for VA National Hearing Aid Program and Home Telehealth Programs and supports VA and OGAs with professional logistical services.
- [VA Federal Supply Schedule \(VA FSS\)](#) manages multiple award contracts for medical equipment and pharmaceutical programs for VA.
- [National Contract Service \(NCS\)](#) manages the just-in-time delivery programs for pharmaceutical, subsistence, and medical/surgical items, national committed use contracts, standardized BPAs, and high-tech medical equipment purchases for VA. [Pharmaceutical Prime Vendor](#) is the biggest contract within VA NAC with approximately \$4 billion in annual sales.

**Note:** SAC and TAC maximize small business efforts in securing contracting opportunities. Acquisition Business Service (ABS) and Customer Advocacy Service (CAS)—both offices within VA OAO—provide limited support for some VA procurements.

## VA Office of Construction and Facilities Management

[VA CFM](#) is responsible for the planning, design, and construction of all major construction projects greater than \$10 million. VA CFM purchases land/buildings and makes long-term lease acquisitions. Through its construction and property programs, VA CFM delivers high-quality buildings, additions, large-scale renovations, and structural enhancements.

## What Does VA OALC Procure?

Each office within VA OALC has its own contracting opportunities. Below are tables that highlight VA procurement within a few of the offices and/or the acquisition centers associated with VA offices. Each of the following tables identify, by NAICS Codes, the amount of money spent in FY 2017 for specific VA offices and/or acquisition centers with the small business obligation and/or percentages.

### FY 2018 Top 10 Industries by NAICS Code (OPAL-NAC)

The following table highlights FY 2018 Top 10 Industries by NAICS Code for VA OPAL procurements performed through NAC and other acquisition centers including Business Resource Service (BRS), DALC, NCA, and VA FSS.

<b>FY 2018 Top 10 Industries by NAICS Code (OPAL-NAC)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
621111 - Offices of Physicians (Except Mental Health Specialists)	\$ 2,590,072,600	\$ -	0%
621492 - Kidney Dialysis Centers	\$ 604,154,075	\$ 849,429	0%
334517 - Irradiation Apparatus Manufacturing	\$ 430,842,187	\$ 7,039,913	2%
334510 - Electromedical and Electrotherapeutic Apparatus	\$ 326,958,266	\$ 1,620,550	0%
339112 - Surgical and Medical Instrument Manufacturing	\$ 104,585,917	\$ 3,652,615	3%
423450 - Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$ 69,842,260	\$ 7,824,886	11%
524292 - Third Party Admin. of Insurance and Pension Funds	\$ 55,433,963	\$ 55,433,963	100%
811219 - Other Electronic and Precision Equipment Repair and	\$ 42,821,681	\$ 3,289,565	8%
339113 - Surgical Appliance and Supplies Manufacturing	\$ 27,719,388	\$ 4,199,106	15%
333318 - Other Commercial and Service Industry Machinery	\$ 27,051,357	\$ 22,648,777	84%

### FY 2018 Top 10 Industries by NAICS Code (OPAL-SAC)

The following table highlights FY 2018 Top 10 Industry procurement by NAICS Code performed in the VA OPAL SAC.

<b>FY 2018 Top 10 Industries by NAICS Code (OPAL-SAC)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
339112 - Surgical and Medical Instrument Manufacturing	\$ 402,145,782	\$ 224,970,282	56%
236220 - Commercial and Institutional Building Construction	\$ 148,599,600	\$ -	0%
334111 - Electronic Computer Manufacturing	\$ 139,890,884	\$ 139,890,884	100%
541611 - Administrative Management and General Management	\$ 118,927,939	\$ 69,556,601	58%
621111 - Offices of Physicians (Except Mental Health Specialists)	\$ 96,427,525	\$ -	0%
541990 - All Other Professional, Scientific, And Technical Services	\$ 22,809,095	\$ 17,571,891	77%
611430 - Professional and Management Development Training	\$ 9,224,042	\$ 7,738,060	84%
541330 - Engineering Services	\$ 7,008,278	\$ 2,522,359	36%
314999 - All Other Miscellaneous Textile Product Mills	\$ 6,681,112	\$ 6,681,112	100%
541199 - All Other Legal Services	\$ 6,381,476	\$ 6,381,476	100%

## FY 2018 Top 10 Industries by NAICS Code (OPAL-TAC)

The following table highlights FY 2018 Top 10 Industry procurement by NAICS Code performed in the VA OPAL TAC.

FY 2018 Top 10 Industries by NAICS Code (OPAL-TAC)	Total Procurement	SB Obligation \$	SB%
541512 - Computer Systems Design Services	\$ 635,336,486	\$ 36,904,807	6%
541519 - Other Computer Related Services	\$ 156,541,418	\$ 126,780,781	81%
541990 - All Other Professional, Scientific, and Tech Services	\$ 27,896,699	\$ -	0%
541611 - Administrative Management And General	\$ 22,418,887	\$ -	0%
517110 - Wired Telecommunications Carriers	\$ 16,924,026	\$ -	0%
541511 - Custom Computer Programming Services	\$ 13,098,458	\$ 8,790,817	67%
334111 - Electronic Computer Manufacturing	\$ 9,197,640	\$ 9,197,640	100%
511210 - Software Publishers	\$ 3,294,118	\$ 768,222	23%
541720 - Research and Development In The Social Sciences And	\$ 2,834,006	\$ 2,834,006	100%
518210 - Data Processing, Hosting, And Related Services	\$ 2,640,005	\$ -	0%

## FY 2018 Top 10 Industries by NAICS Code (CFM)

The following table highlights FY 2018 Top 10 Industries by NAICS Code for VA CFM procurements performed solely at the office level.

FY 2018 Top 10 Industries by NAICS Code (CFM)	Total Procurement	SB Obligation \$	SB%
237990 - Other Heavy and Civil Engineering Construction	\$ 160,281,000	\$ 160,281,000	100%
236220 - Commercial and Institutional Building Construction	\$ 31,422,057	\$ 31,402,057	100%
541310 - Architectural Services	\$ 26,533,024	\$ 23,019,148	87%
541330 - Engineering Services	\$ 19,915,419	\$ 19,496,225	98%
541611 - Administrative Management and General Management Consulting Services	\$ 3,873,111	\$ 3,872,111	100%
531210 - Offices of Real Estate Agents and Brokers	\$ 1,784,072	\$ 1,784,072	100%
237110 - Water and Sewer Line and Related Structures Construction	\$ 1,650,000	\$ -	0%
541512 - Computer Systems Design Services	\$ 690,542	\$ 690,542	100%
238220 - Plumbing, Heating, And Air-Conditioning Contractors	\$ 393,160	\$ 393,160	100%
541211 - Offices of Certified Public Accountants	\$ 292,324	\$ 292,324	100%

## Office of Information and Technology

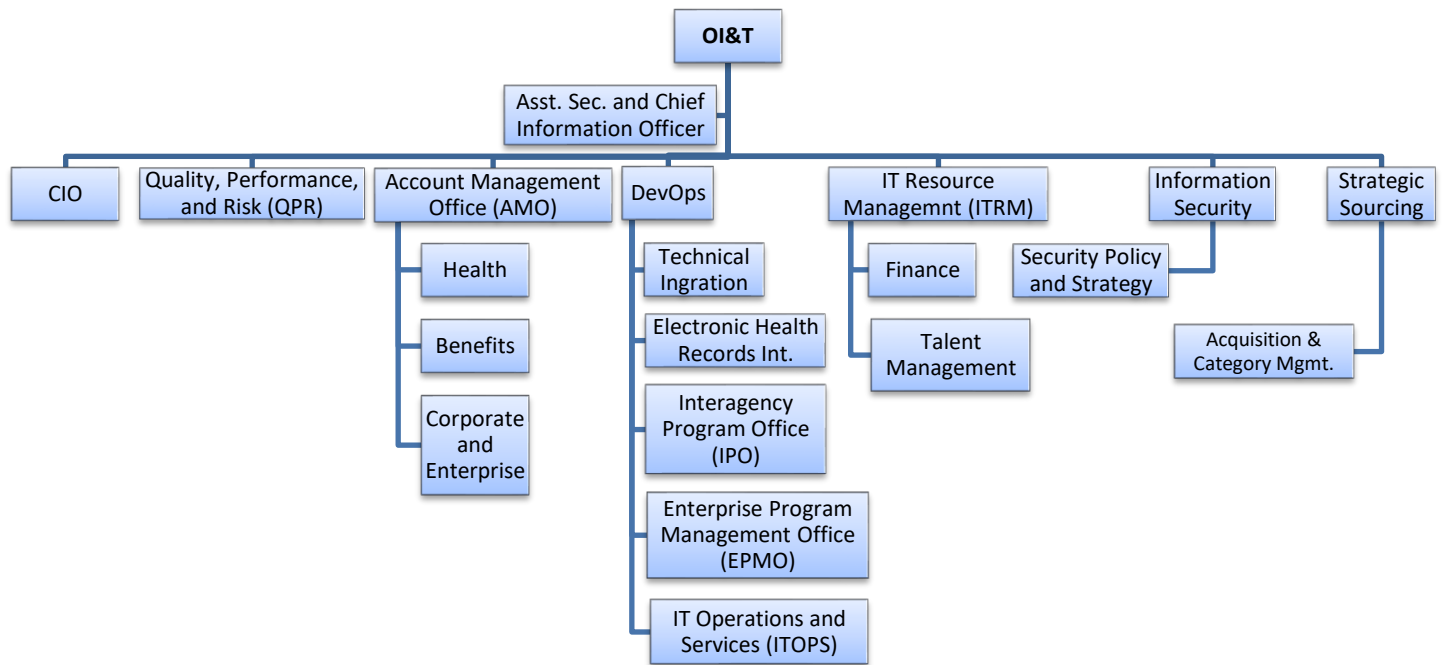
[VA OI&T](#), through its six sub-offices, provides strategic and technical direction, guidance, and policy to ensure that VA IT resources are acquired and managed in a manner that abides by federal laws and regulations. OI&T delivers available, adaptable, secure, and cost-effective technology to VA.

OI&T oversees six major functions:

- Quality, Performance, and Risk
- Account Management for Health, Benefits, and Corporate and Enterprise Solutions
- Operational Development (DevOps)
- IT Resources Management
- IT Information Security
- Strategic Sourcing

The following organization chart details the structure of OI&T, highlighting its eight sub-offices and Office of IT Resource Management (ITRM). Visit <https://www.oit.va.gov/specialreports/transformation/> to learn more about OI&T’s structure.

VA Office Organization Chart: OI&T Program Offices and Sub-offices.



To learn more, visit [VA’s Office of Information Technology](#).

### What Does VA OI&T Procure?

#### FY 2018 Top 10 Industries by NAICS Code (OI&T)

The following table highlights FY 2018 Top 10 Industries by NAICS Code for VA OI&T procurements.

FY 2018 Top 10 Industries by NAICS Code (OI&T)	Total Procurement	SB Obligation \$	SB%
541512 - Computer Systems Design Services	\$ 382,141,128	\$ 146,139,364	38%
541519 - Other Computer Related Services	\$ 262,061,517	\$ 252,257,160	96%
517110 - Wired Telecommunications Carriers	\$ 156,158,530	\$ 1,247,887	1%
541511 - Custom Computer Programming Services	\$ 46,354,783	\$ 2,376,669	5%
541611 - Administrative Management and General Management Consulting Services	\$ 25,758,385	\$ 4,000,032	16%
517312 - Wireless Telecomm Carriers (Except Satellite)	\$ 18,211,342	\$ 74,876	0%
541990 - All Other Professional, Scientific, and Technical Services	\$ 15,688,057	\$ -	0%
511210 - Software Publishers	\$ 4,020,126	\$ 669,008	17%
517311 - Wired Telecommunications Carriers	\$ 2,498,478	\$ 135,344	5%
238220 - Plumbing, Heating, and Air-Conditioning Contractors	\$ 2,177,912	\$ 2,002,850	92%

## VHA Procurement and Logistics Office

[VHA](#) is the largest of the three administrations within VA. VHA consists of two major offices: **VHA Central Office (VHACO)** and **P&LO**.

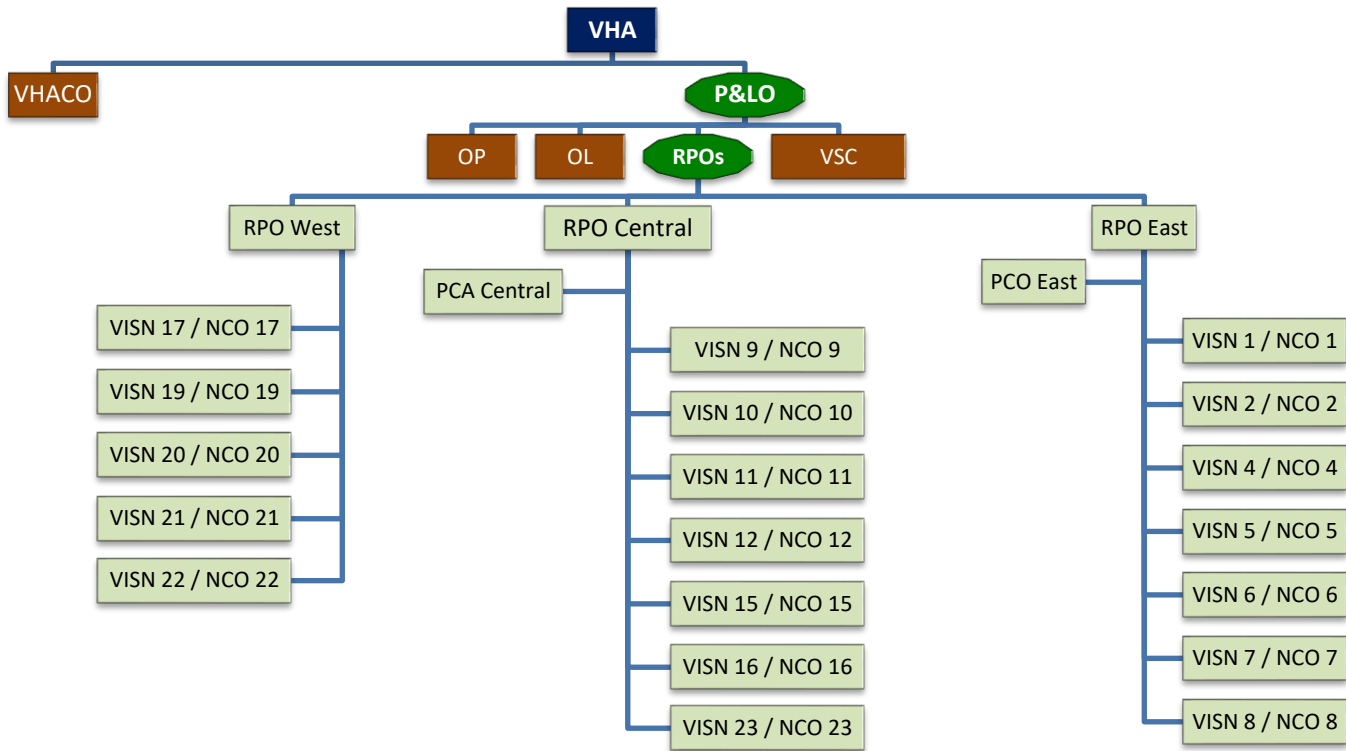
VHA P&LO provides acquisition and support services through the following program offices within VHA:

- [VHA Office of Procurement \(OP\)](#) administers a full range of procurement services through the effective and innovative use of procurement policies, procedures, and processes to provide the best possible care to our Veterans.
- [VHA Office of Logistics \(OL\)](#) provides supply chain management focusing on equipment program management, business and procurement planning, consumable supply procurement, life cycle, and inventory management.
- [VHA Regional Procurement Offices \(RPOs\)](#) supports the largest medical system in the world through three regional RPOs – RPO West, RPO Central, and RPO East—through ready access, expert assistance, and local knowledge. **Note: VA has replaced the name of Service Area Office (SAO) to Regional Procurement Office (RPO). For data from FPDS, Service Area Office (SAO) is still used until the name is officially changed in FPDS.**
- [VHA Veterans Service Center \(VSC\)](#) provides technical and administrative support, guidance, and consultation on the major program areas of human resources, fiscal, and travel services for various VHA program offices.

With annual expenditures of more than \$15 billion and a contracting staff comprised of 2,700 individuals, VHA P&LO is one of the largest procurements and supply groups within VA and the entire federal government.

## VA Office Organization Chart: VHA P&LO

The following organization chart details VHA P&LO and its sub-offices and service offices.



### P&LO Regional Service Offices (RPOs)

[RPOs](#) are subdivided into Network Contracting Offices (NCOs) with identifying numbers match the corresponding Veterans Integrated Service Network (VISN)—based on its location. Each NCO provides local, regional, and national procurement support. What Do RPOs Procure?

### FY 2018 Top 10 Industries by NAICS Code (RPO West)

**Regional Procurement Office, West Region (RPO West)** includes all or portions of the following states and U.S. territories: North Dakota, Nebraska, Kansas, Oklahoma, Texas, New Mexico, Arizona, California, Oregon, Washington, Idaho, Utah, Wyoming, Montana, Nevada, Colorado, Alaska, Hawaii, Philippines, Guam, and American Samoa.

FY 2018 Top 10 Industries by NAICS Code (SAO West)	Total Procurement	SB Obligation \$	SB%
325412 - Pharmaceutical Preparation Manufacturing	\$ 859,089,669	\$ 10,196,252	1%
339113 - Surgical Appliance And Supplies Manufacturing	\$ 287,552,702	\$ 139,897,259	49%
236220 - Commercial And Institutional Building Construction	\$ 267,795,388	\$ 266,965,233	100%
339112 - Surgical And Medical Instrument Manufacturing	\$ 169,606,559	\$ 88,797,448	52%
623110 - Nursing Care Facilities (Skilled Nursing Facilities)	\$ 73,147,447	\$ 42,873,465	59%
541519 - Other Computer Related Services	\$ 68,862,770	\$ 67,837,758	99%
561320 - Temporary Help Services	\$ 65,182,209	\$ 63,137,098	97%
334516 - Analytical Laboratory Instrument Manufacturing	\$ 63,874,567	\$ 12,969,123	20%
621498 - All Other Outpatient Care Centers	\$ 46,095,876	\$ 10,131,829	22%
334517 - Irradiation Apparatus Manufacturing	\$ 41,947,131	\$ 2,054,091	5%



**FY 2018 Top 10 Industries by NAICS Code (RPO Central)**

**Regional Procurement Office, Central Region (RPO Central)** includes all or portions of the following states: North Dakota, Wyoming, Texas, South Dakota, Nebraska, Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi, Tennessee, Kentucky, Virginia, West Virginia, Illinois, Indiana, Ohio, Wisconsin, Iowa, Michigan, Alabama, Minnesota, and Florida.

<b>FY 2018 Top 10 Industries by NAICS Code (RPO Central)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
325412 - Pharmaceutical Preparation Manufacturing	\$ 4,142,743,631	\$ 72,964,200	2%
236220 - Commercial and Institutional Building Construction	\$ 421,527,640	\$ 421,501,970	100%
339113 - Surgical Appliance and Supplies Manufacturing	\$ 366,254,091	\$ 140,512,161	38%
339112 - Surgical and Medical Instrument Manufacturing	\$ 225,330,159	\$ 86,302,699	38%
623110 - Nursing Care Facilities (Skilled Nursing Facilities)	\$ 202,063,373	\$ 54,810,353	27%
334516 - Analytical Laboratory Instrument Manufacturing	\$ 93,902,221	\$ 17,503,280	19%
621498 - All Other Outpatient Care Centers	\$ 74,963,587	\$ 5,669,342	8%
541310 - Architectural Services	\$ 63,557,929	\$ 63,175,107	99%
238220 - Plumbing, Heating, And Air-Conditioning Contractors	\$ 62,827,868	\$ 61,541,080	98%
541519 - Other Computer Related Services	\$ 60,085,736	\$ 52,470,568	87%

**FY 2018 Top 10 Industries by NAICS Code (RPO East)**

**Regional Procurement Office, East Region (RPO East)** includes all or portions of the following states and U.S. territories: Maine, Vermont, New Hampshire, New York, Massachusetts, Connecticut, Rhode Island, New Jersey, Maryland, Delaware, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Virgin Islands, Puerto Rico, the District of Columbia, and Pennsylvania.

<b>FY 2018 Top 10 Industries by NAICS Code (RPO East)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
325412 - Pharmaceutical Preparation Manufacturing	\$ 1,102,723,602	\$ 10,970,696	1%
236220 - Commercial and Institutional Building Construction	\$ 543,756,083	\$ 531,274,817	98%
339113 - Surgical Appliance and Supplies Manufacturing	\$ 406,515,136	\$ 203,377,476	50%
339112 - Surgical and Medical Instrument Manufacturing	\$ 246,043,219	\$ 122,776,952	50%
623110 - Nursing Care Facilities (Skilled Nursing Facilities)	\$ 150,463,753	\$ 57,589,999	38%
334516 - Analytical Laboratory Instrument Manufacturing	\$ 105,174,745	\$ 21,796,274	21%
541519 - Other Computer Related Services	\$ 95,554,433	\$ 94,272,189	99%
621498 - All Other Outpatient Care Centers	\$ 67,667,853	\$ 9,590,088	14%
238220 - Plumbing, Heating, And Air-Conditioning Contractors	\$ 67,285,267	\$ 63,243,532	94%
311999 - All Other Miscellaneous Food Manufacturing	\$ 53,028,638	\$ 63,247	0%

## DOING BUSINESS WITH VA REFERENCE GUIDE RECAP

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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 with:

- The VA OSDBU Framework for Success that defines five key procurement-ready elements and processes for small businesses.
- A structural overview of VA's three major contracting offices with a summary of purchases for small businesses to better identify which office to pursue for contracting opportunities.

## SMALL BUSINESS RESOURCES

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### 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>

### 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](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>

### 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/](http://gcctech.fluidsurveys.com/s/Verification_Self_Assessment_Tool/)
- VA Vendor Information Pages  
<http://www.vip.vetbiz.va.gov>

### SMALL BUSINESS ASSISTANCE

- Procurement Technical Assistance Center/PTAC  
<http://www.aptac-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](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](mailto: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.*