

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

Doing Business with the Department of Veterans Affairs

Presented by
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Director, Strategic Outreach and Communications
Office of Small and Disadvantaged Business Utilization
(OSDBU)

June 2024



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AGENDA

- Department of Veterans Affairs (VA) Overview
- VA business lines
 - What we buy
 - Where we buy
 - How we buy
- VA small business goals
- OSDBU initiatives



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VA MISSION

VA Mission Statement:

To fulfill President Lincoln’s promise to care for those who have served in the Nation’s military and for their families, caregivers, and survivors.

ICARE Values:

Integrity, Commitment, Advocacy, Respect and Excellence

OSDBU Mission Statement:

To support the Secretary’s priorities by **enabling Veterans to gain access to economic opportunities** by developing policies and programs, informed by customer feedback, that improve market research, increase direct access, and maximize the participation of procurement-ready Veteran-Owned Small Businesses (VOSB) and Service-Disabled Veteran-Owned Small Businesses (SDVOSB) in Federal contracting.



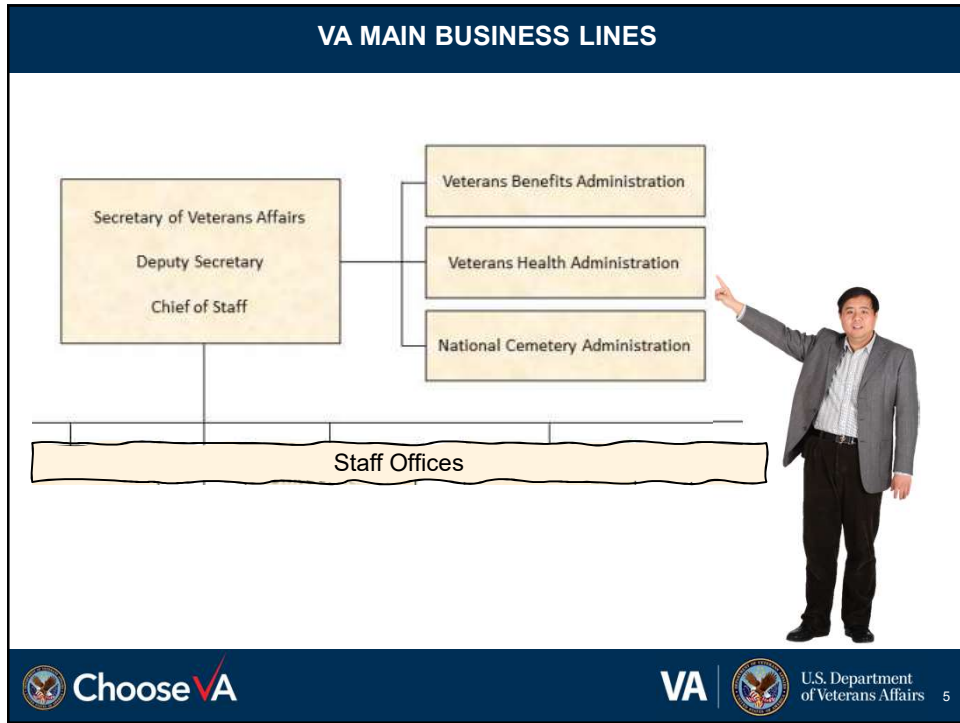
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SECTION 1

VA Organization and Business Lines



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VETERANS BENEFITS ADMINISTRATION (VBA)

- **VBA Mission Statement:**
To provide benefits and services to Veterans, their families and survivors in a responsive, timely and compassionate manner in recognition of their service to the Nation.
- **Services**
 - Compensation
 - Loan Guaranty
 - Insurance
 - Pension and Fiduciary
 - Office of Transition and Economic Development
 - Veterans Readiness & Employment (VR&E)
 - Office of Field Operations
 - Office of Administrative Review

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VETERANS HEALTH ADMINISTRATION (VHA)

- **VHA Mission Statement:**
Honor America's Veterans by providing exceptional health care that improves their health and well-being.
- **Services**
 - Traditional Hospital-Based Services
 - Surgery, Critical Care, Mental Health, Pharmacy, Radiology, Physical Therapy
 - Medical and Surgical Specialties
 - Organ Transplants and Plastic Surgery
 - Biomedical Research (under the Office of Research and Development)
 - Community Based Outpatient Clinic (CBOC) Operations
 - Regional Medical Center Administration



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NATIONAL CEMETERY ADMINISTRATION (NCA)

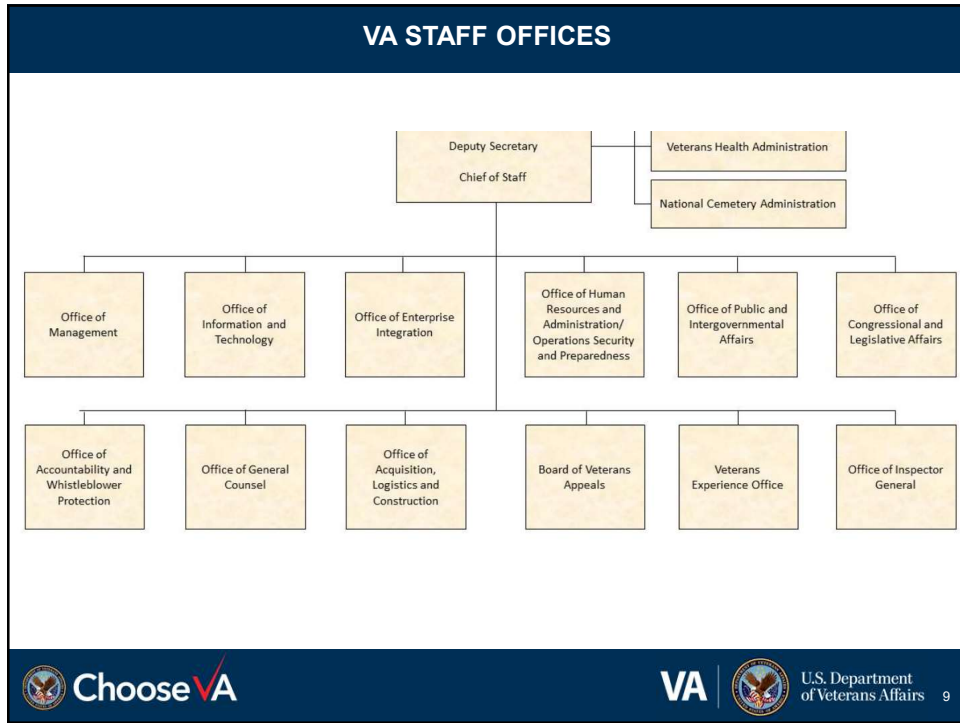
- **NCA Mission Statement:**
NCA honors Veterans and their eligible family members with final resting places in national shrines and with lasting tributes that commemorate their service and sacrifice to our Nation.
- **Services**
 - Burial Space for Veterans and Eligible Family Members
 - National Cemetery Maintenance
 - Veteran Grave Markers, to Include Government-Furnished Headstone, Marker or Medallion and Providing Presidential Memorial Certificates
 - State and Tribal Government Veterans Cemetery Grants



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STAFF OFFICES DEFINED (1 OF 3)

- The **Office of Management** manages and provides strategic and operational leadership in budget, asset enterprise management, financial management, financial management business transformation service, actuarial services, and business oversight.
- The **Office of Information Technology** plays a critical role in using technology to bridge the gap between veterans and the VA.
- The **Office of Enterprise Integration** orchestrates and leads the continuous improvement of Veterans and employee experience through effective enterprise integration of people, processes, technology; innovations; and maturing organizational management capabilities.
- The **Office of Human Resources and Administration/Operations, Security and Preparedness (HRA/OSP)** leads the development and oversight of human capital strategies, policies and practices while managing the Department’s preparedness, law enforcement and security capabilities.

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STAFF OFFICES DEFINED (3 OF 3)

- The **Office of Public and Intergovernmental Affairs** develops and routinely updates and communicates the VA's key messages to many audiences through media relations, public affairs, intergovernmental affairs, outreach, and Veteran engagement.
- The **Office of Congressional and Legislative Affairs** advances pro-veteran legislation and maintains responsive and effective communications with Congress.
- The **Office of Accountability and Whistleblower Protection** promotes and improves accountability in VA.
- The **Office of General Counsel** provides legal advice and services to all organizational components of the VA.
- The **Board of Veterans Appeals** is responsible for making final decisions for benefits and services from VBA, VHA, NCA and OGC.
- The **Veteran Experience Office** supports the VA as the customer experience insight engine and shared service to partner with, support, and enable VA Administrations and Staff Offices to provide the highest quality customer care.



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STAFF OFFICES DEFINED (2 OF 3)

- The **Office of Acquisition, Logistics, and Construction (OALC)** provides a full range of innovative, cost-effective business solutions and responsible services tailored to meet our customers' ongoing and emerging needs.
 - Some of the offices that solicit for services or products within OALC are VA Acquisition Academy, Strategic Acquisition Center, Technology Acquisition Center, the National Acquisition Center and Construction and Facilities Management.
- The **Office of Inspector General** is responsible for (1) conducting and supervising audits and investigations; (2) recommending policies designed to promote economy and efficiency in the administration of, and to prevent and detect criminal activity, waste, abuse, and mismanagement in VA programs and operations; and (3) keeping the Secretary and Congress fully informed about problems and deficiencies in VA programs and operations and the need for corrective action.



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OTHER VA PROGRAMS

Veterans Canteen Service (VCS) provides daily food and retail services to 200,000 Veterans, employees, and visitors.

The VA provides approximately 84% of all outpatient prescriptions to Veterans via mail order utilizing the **Consolidated Mail Outpatient Pharmacy (CMOP)**.

Enhanced-Use Lease (EUL) program allows VA to manage underutilized property through leasing arrangements with state or local governments or private sector organizations.



SECTION 3

What does VA buy?



WHAT DOES VA BUY?

VA acquires products and industry services through a nationwide system of:

- Hospitals
- Clinics
- Veterans Integrated Service Networks (VISN)
- Data processing centers
- National Cemeteries

- ❖ VA buys products and services at national, regional and local levels.
- ❖ VISNs purchase requirements for direct delivery through local acquisition offices.

Top Products / Service Lines

- Facilities & Construction
- Professional Services
- Transportation and Logistics
- Security & Protection
- Industrial Products & Services
- Human Capital
- Medical
- Information Technology
- Office Management Products & Services
- Travel



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OFFICE OF PROCUREMENT, ACQUISITION AND LOGISTICS (OPAL)

The **Strategic Acquisition Center (SAC)** is a specialized arm that acquires the goods and services the VA needs to fulfill its mission.

- SAC-Fredericksburg
- SAC-Frederick

The **Technology Acquisition Center (TAC)** provides streamlined business and contracting solutions for a variety of major Information Technology (IT) programs.

The **National Acquisition Center (NAC)** is responsible for supporting the health care requirements of the VA and other government agencies.

- NAC Federal Supply Schedule Service (FSSS)
- NAC National Contract Service (NCS)
- Business Resource Services (BRS)
- Commodity & Services Acquisition Service (CSAS)
- Denver Logistics Center



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COMMERCIALIZING VA INVENTIONS AND GRANTS

The [VA Technology Transfer Program \(TTP\)](#) manages the protection and commercialization of VA intellectual property resulting from VA-funded research and development activities.

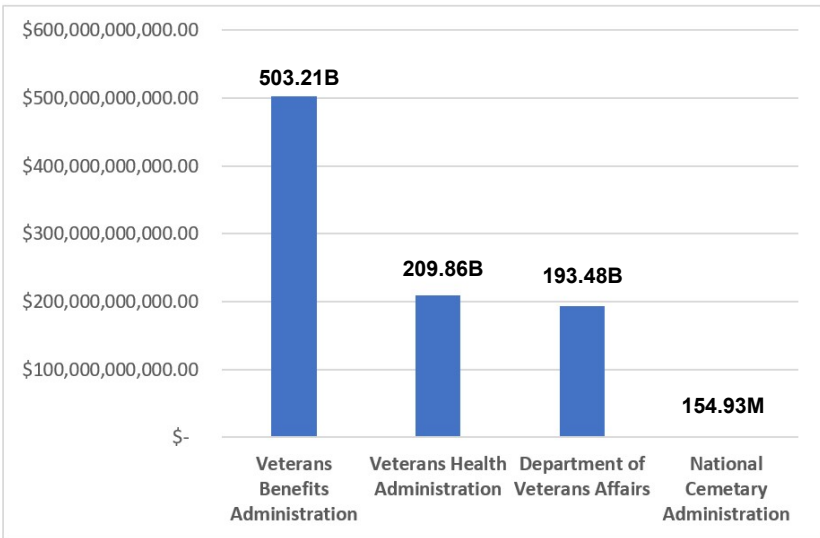
- works with VA researchers to secure intellectual property protection for promising inventions.
- facilitates the transfer of these inventions to industry through licensing and cooperative research and development agreements (CRADA).

Grants




- Veterans Cemetery Grants Program
- Rural Veterans Coordination Pilot
- Grants and Per Diem Program

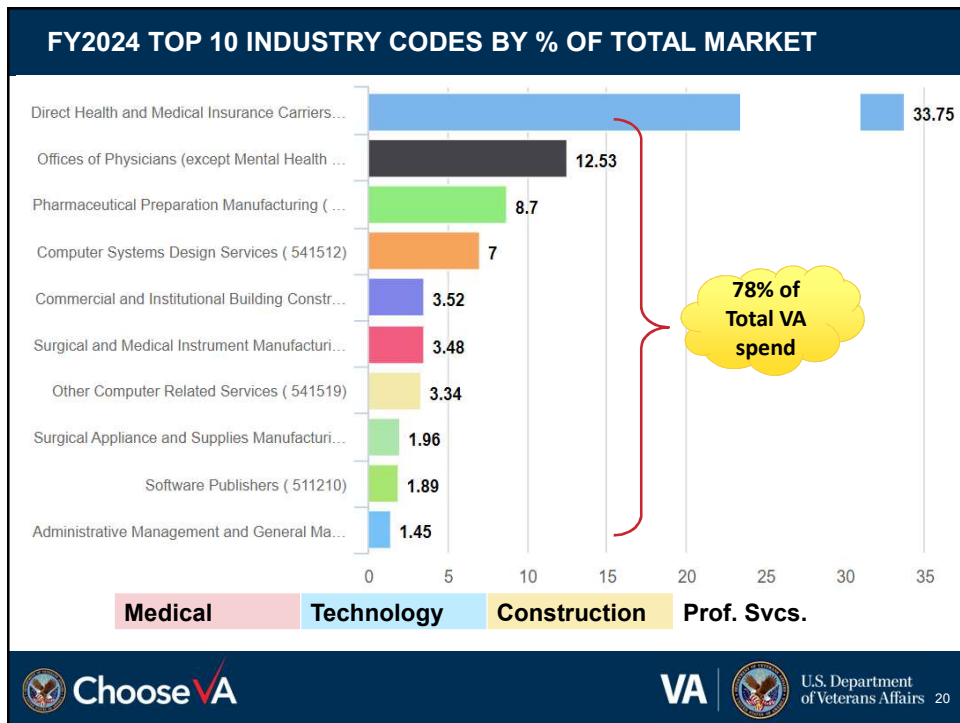
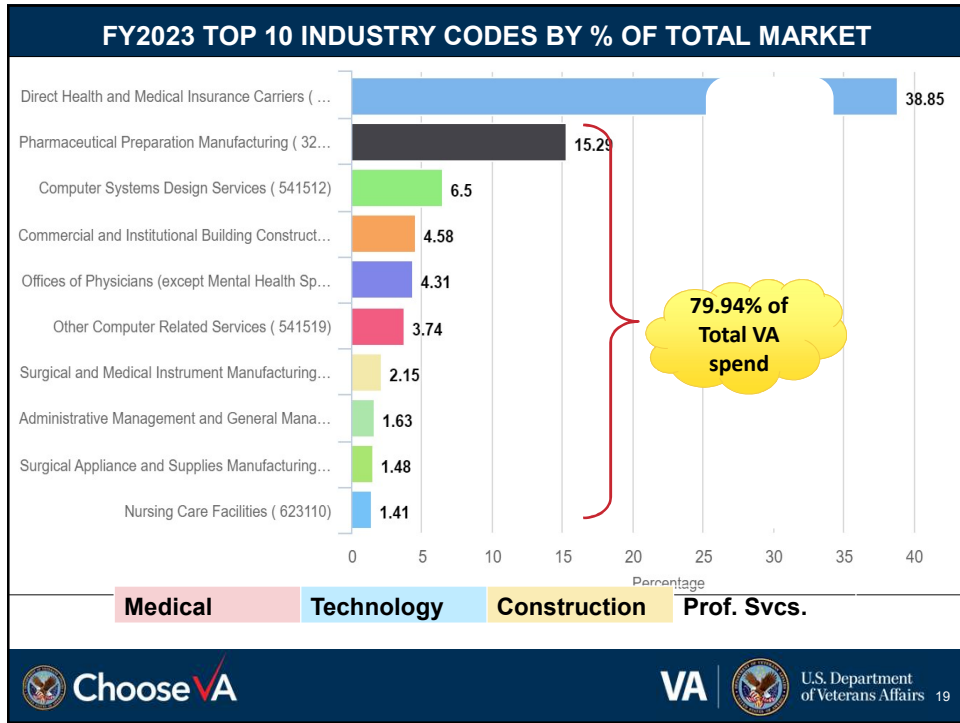



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VA SPENDING FY2021 TO PRESENT: SUB-AGENCIES



Sub-Agency	Spending (FY2021 to Present)
Veterans Benefits Administration	503.21B
Veterans Health Administration	209.86B
Department of Veterans Affairs	193.48B
National Cemetery Administration	154.93M




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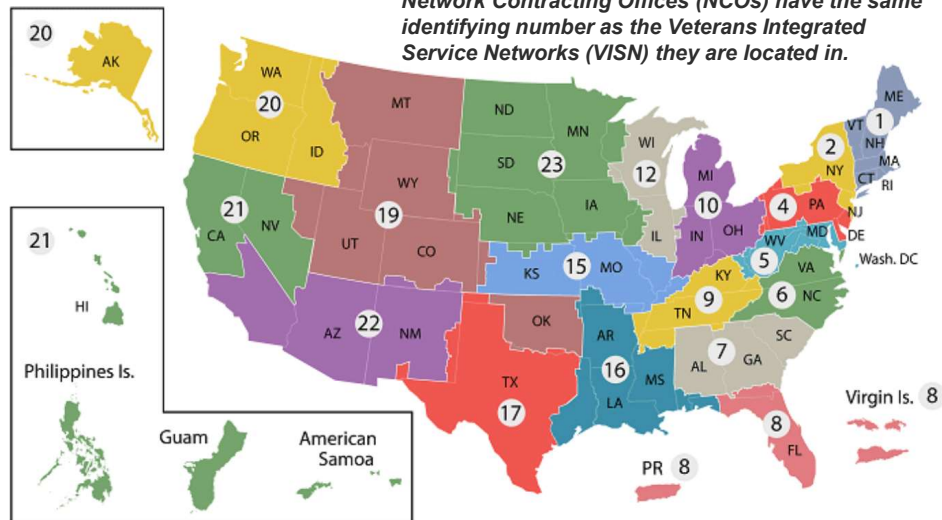
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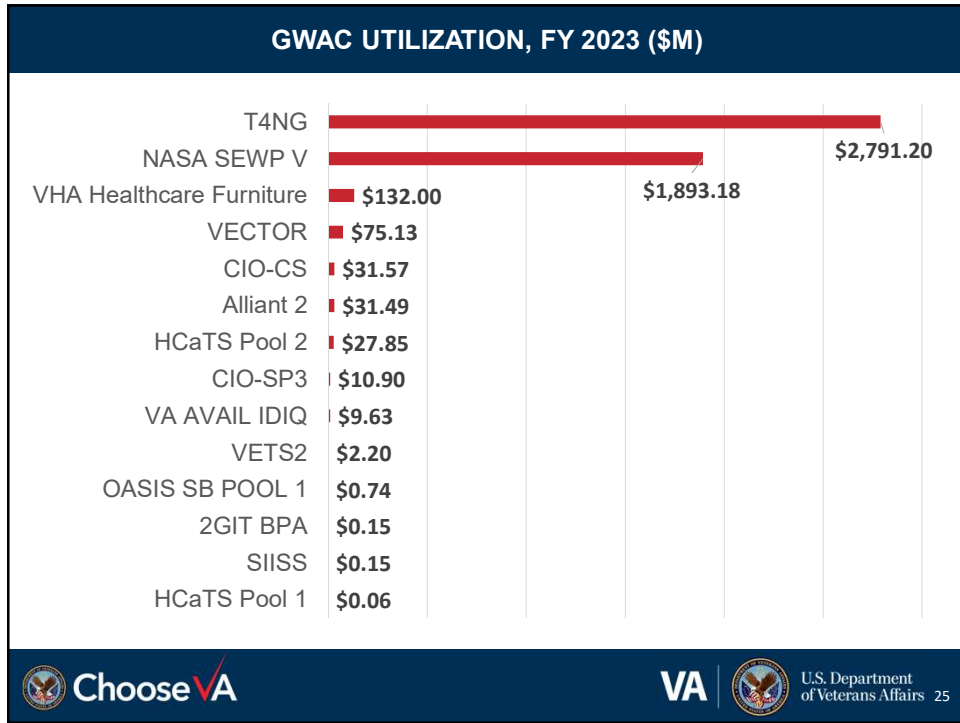
Where Does VA buy?



NETWORK CONTRACTING OFFICES (NCO)

Network Contracting Offices (NCOs) have the same identifying number as the Veterans Integrated Service Networks (VISN) they are located in.

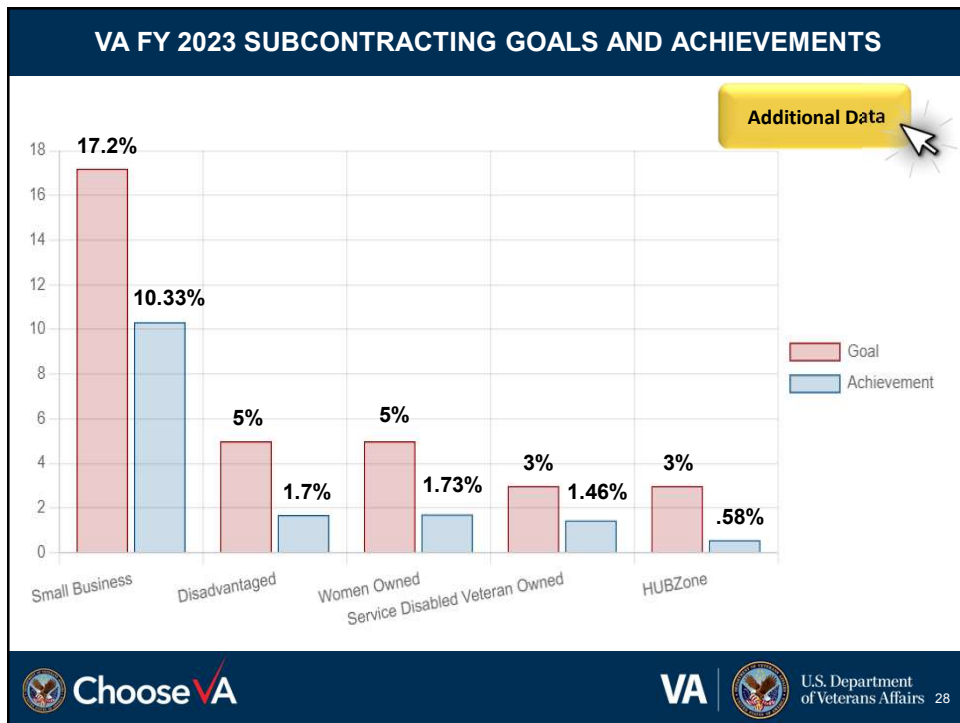
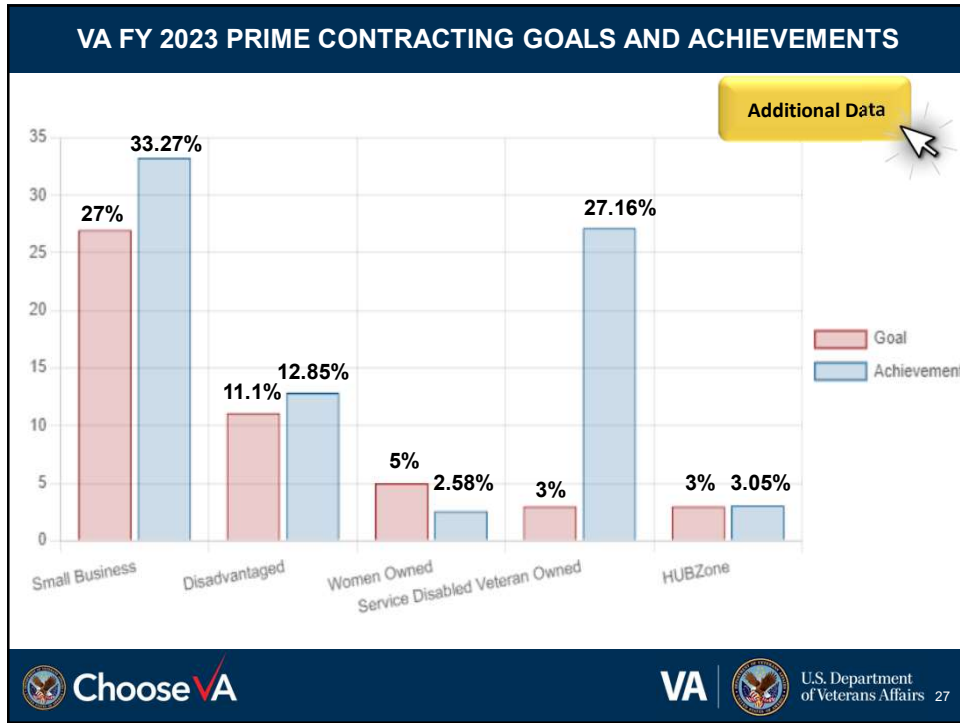







SECTION 2

VA Small Business Goals




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FY 2024 SMALL BUSINESS GOALS		
Category	Prime Contracting Goal	Subcontracting Goal
All Small Business	27%	17.5%
SDVOSB	15%	5%
VOSB	17%	7%
HUBZone	3%	3%
SDB	12.25%	5%
WOSB	5%	5%

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VA Resources & References

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PATHFINDER

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Innovators Industry

PathFinder

Leading the way to healthcare innovation for Veteran communities.

Are you looking to enhance **Veteran care** through the Department of Veteran Affairs? PathFinder is a streamlined platform that enables you to innovate and collaborate with VA.

Innovators

Here's your opportunity to share impactful solutions geared towards enriching Veteran lives and addressing their unique challenges.

VA uses world-class resources to support innovations benefiting Veterans, caregivers, families, survivors, and staff.

LEARN MORE

COLLABORATE WITH VA

Industry

Join VA's mission to improve Veteran lives, backed by strong procurement.

VA leverages its budget to provide outstanding health benefits to the Veteran community. Services and products are procured across ten major OMB categories.

MORE ON VA PROCUREMENT


SUBMIT TO A MARKET RESEARCH DATABASE

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RESPOND TO RFI AND SOURCES SOUGHT

- Increases your visibility to buyers
- Demonstrates your interest
- May influence – “shape” requirement: set-asides, scope, other aspects
- Creates an opportunity to connect with the CO, seek clarifications
- Provides insight into the requirements
- The exercise of responding identifies internal gaps



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MEETING PROCUREMENT DECISION MAKERS (PDM)

Acquisition Manager (AM)	Small Business Liaison (SBL)	Supplier Diversity Manager (SDM)	Contracting Officer (CO)	Program Manager (PM)
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NETWORK CONTRACTING OFFICES (NCO) – SMALL BUSINESS LIAISON

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INDUSTRY DAY

Technology Acquisition Center (TAC) Advance Planning Brief to Industry (APBI)

The purpose of the APBI is to offer informative briefing sessions addressing Agency acquisition and IT transformation initiatives and objectives. Briefing sessions with VA leadership, including Mr. Michael Parrish, Chief Acquisition Officer and Principal Executive Director, Office of Acquisition, Logistics and Construction and Mr. Kurt DelBene, CIO and Assistant Secretary for Information and Technology will be presented.

Wednesday, June 26, 2024 APBI: 8:30AM - 2:30PM

Dewberry Hall – George Mason University
4477 Acquia Creek Lane Fairfax, VA 22030

Cost & Registration:

There is no cost to attend this event; pre-registration is required.

REGISTER



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OSDBU INITIATIVES

- **Revamped Forecast of Contracting Opportunities**
 - Ease of Navigation
 - Advance notice of requirements
- **Women-Owned Small Business (WOSB) Set-Aside to Tier 3**
 - Pending legislation to make WOSB on par with HUBZone and 8(a)
- **Ongoing focus on Equity**
 - Executive Order 13985, Governmentwide Action Plans
- **Procurement Innovation Lab (in partnership with Acquisitions)**
 - Acquisition workforce training on small business programs
- **Subcontracting Plan Oversight**
 - Hold primes accountable for promised work to small business subs
- **Outreach and Business Opportunity Sessions**
 - VA, Primes, and other Federal & State agencies



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CONTACT INFORMATION

OSDBU Help Desk Phone: 1-866-584-2344

Strategic Outreach and Communications (SOC) email:

OSDBUStratComm@va.gov

Social Media



X: <https://twitter.com/VAVetBiz>



LinkedIn: <https://www.linkedin.com/company/vaosdbu/>



YouTube: <https://www.youtube.com/@VAOSDBU>



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QUESTIONS



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