

# Acquisition Update

Your Source For Federal Health Care Contract Information

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*Acquisition Operations Points of Contact* **Attachment 1**

We would like your comments! What topics do you want covered? What information do you want to see? Please contact:

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Sandra Murbach at  
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## *What is the Office of Business Oversight (OBO) and What Does it Mean to VA's Logistics System?*

*By: David S. Derr, Deputy Assistant Secretary for Acquisition and Materiel Management*

Every one of us in the VA logistics and acquisition field is in the process of implementing the approved restructuring of VA's logistics and finance system. I have recently participated in paneling applicants for the 21 VHA Network Chief Logistics Officer functions as the newly created VHA Business Offices begin taking shape. Likewise, my staff is participating in panels and interviews as the new Office of Business Oversight (OBO) is created. It is the OBO that I would like to briefly discuss in this issue of the *Acquisition Update* Newsletter.

The OBO is organizationally aligned to report directly to the Assistant Secretary for Management. The Secretary approved the implementation plan for the creation of OBO on February 13, 2004. Reviews of logistics and acquisition functions will generally be conducted by the Management Quality Assurance Service, located in Austin, Texas. By combining multiple Administration and Office of Management oversight functions into a single organization and streamlining field operations to a manageable size, VA will realize both efficiencies and improvements

in its business activities. The consolidation of review functions to the OBO will enhance Departmental oversight and standardization of financial operations, acquisition and logistics functions, capital asset management, internal controls, and system testing. The consolidation will also ensure activities are reviewed on a reasonable 2-year review cycle and that reviews are conducted using standard methodologies, processes, and procedures. Effectiveness and efficiency in ensuring Departmental compliance with VA, Federal, and Congressional requirements, will also be improved. I do want to emphasize that the Office of Acquisition and Materiel Management will retain expertise and staff that can be called upon for assistance visits, training, and consultation.

The Assistant Secretary for Management recognizes the need for collaboration with the Administrations and appropriate staff offices. As a result, he created the Finance and Logistics Council. VHA has three voting members,

including the Chief Clinical Logistics Officer. VBA also has a logistics officer representative on the Council, and the NCA voting members include their Chief Logistics Officer. I am a voting member as well. This council facilitates the exchange of information, and will include reports regarding audits conducted. This will ensure that our acquisition and logistics policies are modified as needed to reflect audit findings. And the close collaboration of my office's policy personnel with the OBO will ensure that the auditors are fully aware of changes in legislation and policy pertinent to their reviews.

That, in a nutshell, is how the OBO will operate. The Assistant Secretary for Management has mentioned on many occasions that the OBO should be viewed as a quality assurance check; one that will enhance our ability to more efficiently provide better logistics and acquisition support to VA. We look forward to the implementation of the OBO.

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### *A Fond Farewell*

When I selected George Patterson to be the Executive Director, National Acquisition Center (NAC), a little over 6 years ago, it was with considerable expectations. George met those expectations and exceeded them. Through foresight, customer-focus, and innovation, George led the growth of NAC business from \$2.3 billion in 1998 to well over \$10 billion today. He led the development of the new Federal Supply Schedule for medical and professional services and has helped expand our business to other Government agencies. Consequently, when George advised me that he would be retiring at the end of July to pursue an executive position in industry - in Chicago vernacular, "they made me an offer I couldn't refuse,"- I was less than overjoyed. Nonetheless, I offer George only the best of luck and a heart-felt thank you for all the hard work and the many important accomplishments. George will continue as the Executive Director of the NAC until his departure and will, for the present, continue as the Acting Associate Deputy Secretary for Acquisitions.

We will begin the recruiting process immediately for the NAC Executive Director position. I anticipate considerable and talented interest. In

George's own words, "This is the best job I've ever had." George has been a valued member of my staff and a valued friend. I wish him the best.

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### *OA&MM's Capital Leasing Program*

If your facility or organization needs equipment that costs \$100,000 or more, consider taking advantage of OA&MM's Capital Leasing Program to spread the purchase cost over as many as five years. Many VA facilities and organizations are already using this program to reduce their up-front costs for expensive equipment - everything from CT scanners and cardiac catheterization equipment to food service delivery systems and mobile health screening vans. Whether you need surgical microscopes, telecommunications equipment or a new dictation system, the Capital Leasing Program benefits facilities and organizations that need equipment now, but can't pay the full purchase price this year.

Participants in the Capital Leasing Program pay for their equipment in installments - spread out from 1 to 5 years - under a lease-to-own arrangement with a minimal service fee to cover administrative costs. The facility or organization buying the equipment determines the length of the lease and can pay off or pay down the lease balance at any time. This "early buyout" feature facilitates wise use of end-of-year funds.

The Capital Leasing Program offers other advantages too. Equipment purchased under this arrangement receives the same leveraged purchase discounts given equipment purchased outright. Lease payments, budgeted only in the amount of annual payments, can be made from either equipment or operating funds. Finally, the lease service fee cost is low - 5 percent on the declining balance for VA customers and 6 percent for other Government agencies.

For more information on this program, please contact one of the following in OA&MM's Office of the Chief Financial Officer: Stacey M. Durant ([stacey.durant@mail.va.gov](mailto:stacey.durant@mail.va.gov)) at (202) 273-9486 or Steve Graves ([steve.graves@mail.va.gov](mailto:steve.graves@mail.va.gov)) at (202) 273-6124. Or go to the OA&MM HomePage at <http://vaww.va.gov/oa&mm/financial/caplease.htm>.

## ***Sales on Federal Supply Schedule (FSS) Program for Dental Equipment and Supplies Reach New Heights***

There is a clear reason why sales under the Dental Equipment and Supplies Federal Supply Schedule (FSS) have soared over the last few years and open market buys for these items have decreased.

The VA Procurement Reform Task Force (PRTF) recommendations were published in May of 2002. As a result, the Veterans Health Administration's (VHA) Dental User Group (DUG), which represents VA dentists nationwide, and the National Acquisition Center's (NAC) Federal Supply Schedule (FSS) Service recognized the need to expand the program's product lines and vendor sources. In a collaborative effort, sources were identified to fulfill the Government customer's needs. Since that time, the number of contracted vendors has increased over 300 percent. Thousands of products previously procured on an open market basis are now available under the FSS at a fair and reasonable price. Today, the schedule contains a large assortment of products from dental hand pieces and cabinetry to crowns and bridges. The program now includes 43 Special Item Numbers (SINs), 4 of which have been set aside for small business. Tremendous success has been seen in increasing awards to small business, which simplifies the Government customer's search for contractors to fulfill the socio economic goals of their agency.

The program continues to grow. Last year, Oral Hygiene Products were introduced to the schedule and Bone Grafting Materials were just recently added. Sales for these new SIN categories are expected to exceed 2 million dollars annually and create additional opportunities for small business participation.

Electronic search tools, such as Schedules E-Library and the NAC Contract Catalog Search Tool, allow the Government customers to easily access current product pricing and product availability. Today, dental contractors represent approximately 38 percent of the medical/surgical items loaded onto the GSA *Advantage!* on-line ordering system. An ever-growing database of dental equipment and supplies, great prices, customer support and

satisfaction will ensure the continued success of the dental equipment and supplies program. Questions on this program may be directed to Sandra Perkins at (708) 786-4958 or [Sandra.Perkins@med.va.gov](mailto:Sandra.Perkins@med.va.gov).

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## ***GITSS Available Across VA***

*By: David Peterson  
Program Manager, BuyIT.gov  
Chief, Acquisition Management Section  
Austin Automation Center*

The Department of Veterans Affairs' (VA) Austin Automation Center, in partnership with VA's Office of Acquisition and Materiel Management's Acquisition Operations Service, has created BuyIT.gov, a Federal fee-for-service acquisition center, located in Austin, TX, specializing in the procurement of information technology products and services for the Federal Government. BuyIT.gov manages "GITSS" or Global Information Technology Support Services, an acquisition program comprising 10 indefinite delivery/indefinite quantity contracts. These contracts were awarded on a competitive basis to three small businesses, Centech Group, NCI Corp., and STG Inc.; and seven large businesses, Computer Sciences Corp., IBM Corp., Lockheed Martin Corp., MacAuley-Brown Inc., Northrop Grumman Information Technology, SAIC, and Unisys Corp. Each of these GITSS prime contractors has assembled an impressive team of subcontractor partners. Together, the over 200 firms of the GITSS Team represent one of the largest collections of IT professionals available under a single acquisition vehicle. Like the GITSS prime contract holders, the labor rates of all of their team members have been determined fair and reasonable and are fixed for the full 8-year period of performance.

Key features of the GITSS contracts include: a \$3 billion program ceiling and broad scope that covers virtually any IT or telecommunication service to be provided anywhere in the world, quick and simple ordering procedures, excellent data rights provisions, and competitive rates for 149 labor categories.

GITSS is now available for use by all VA contracting activities. Chief Logistics Officers

representing contracting activities wanting to use GITSS are encouraged to contact BuyIT.gov. An important aspect of the GITSS contracts is that they are not Government-wide acquisition contracts (GWACs) and therefore, an intra-agency agreement must be executed between your office and BuyIT.gov before you can issue orders under GITSS. Two other points are also critical in the use of GITSS contracts - (1) use of any "mandatory" contracts within VA, such as PCHS-2 and others, will take precedence over the use of GITSS, and (2) a VA contracting activity can only use the GITSS contracts to support its own internal requirements, meaning there is no authorization to place GITSS orders on behalf of other Government agencies.

For more information about BuyIT.gov or the GITSS contracts, please visit [www.buyit.gov](http://www.buyit.gov) or contact us at [info@BuyIT.gov](mailto:info@BuyIT.gov).

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## ***VA Acquisition College Degree Program Pilot Program***

The Federal Acquisition Reform Act 1996, better known as the Clinger-Cohen Act, created the foundation for Department of Veterans Affairs' (VA) Acquisition College Degree Pilot Program. The Act introduced a section to the Office of Federal Procurement Policy (OFPP), entitled "Acquisition Workforce." This provision requires specific training for the Federal acquisition workforce and others who work with the procurement process.

Building on this new requirement, VA has entered into an agreement with Troy University (TU) to create and implement an undergraduate degree pilot project for VA's acquisition workforce. Assistant Secretary for Management, William H. Campbell, and Troy University Chancellor, Dr. Jack Hawkins, signed a formal agreement on June 2, 2004, that will offer VA employees an opportunity to acquire a bachelor of applied science degree in resources management, an acquisition-related degree program offered by TU. TU was selected as the academic institution to pilot this college degree program based on its record as a leader in the field of modern education.

One of the first degree-producing initiatives within VA on such a large scale, this program is available to all VA acquisition/contract specialists. TU will support VA in this effort by developing curriculum, evaluating participants, registering, and matriculating VA's workforce into an academic degree program. In addition, TU will grant academic credit for many professional courses already offered by the Office of Acquisitions to its workforce. This program is also designed to support VA employees in the Materiel Management and Logistics offices. Enrollment for the first students into this Pilot Program took place in February 2004, in time for classes starting in March 2004.

Additional information on this new program can be found at <http://www.tsuar.edu/va/Va.htm>.



## ***Federal Supply Schedule Soundbites***

***Did you know?***

- ❖ The 65 II A FSS for Medical Equipment and Supplies has been refreshed to incorporate major changes including the mandatory acceptance of the Government Purchase Card, reference to VA mandatory use of the Medical/Surgical Prime Vendor Program and changing the NAICS Code for Special item Number (SIN) A-200 for repair and maintenance of equipment. The NAICS change now reveals a size standard of \$6 million average annual receipts for a 3-year period. Because of this NAICS change, Mobile Instrument Service V797P-4465a and Integrated Medical Systems V797P-4386a are now considered large businesses.
- ❖ Contracts that are still under evaluation and/or review under the 65 I B FSS for Pharmaceuticals have been extended through June 30th 2005 to allow the additional time needed for follow-on contract completion.

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If you don't know where you are going, you might wind up someplace else.

*- Yogi Berra*

## ***Departing VA JWOD Liaison Honored, New Liaison Named***

Ms. Katherine Galos, VA Office of Acquisition and Materiel Management (OA&MM), will be presented with the Most Valuable Liaison Award by the Committee for Purchase From People Who Are Blind or Severely Disabled, the Federal agency that administers the Javits-Wagner-O'Day (JWOD) Program, at the Committee's July meeting. Ms. Galos, who has served as VA's Liaison to the JWOD Program since 2002, will be stepping down from her JWOD duties to fulfill her new role at VA as Acting Director, Acquisition Operations Service.

Taking over the role of VA JWOD Liaison from Ms. Galos is Mr. Arthur East, Chief of OA&MM's Business Development and Marketing Office (VA Central). Mr. East is responsible for developing and implementing a comprehensive marketing strategy for OA&MM. He oversees a staff charged with promoting OA&MM products and services and developing new business opportunities for OA&MM to serve VA and other Government agency customers. As a JWOD Liaison, Mr. East's role is to provide VA procurement and acquisition personnel with latest guidance and information on the JWOD Program and its ability to meet VA requirements. Mr. East may be contacted at (202) 273-6107 or via email at [Arthur.East@mail.va.gov](mailto:Arthur.East@mail.va.gov).

### ***Mark Your Calendars!***

October will be here sooner than you think, so be sure to mark your calendars for the next Javits-Wagner-O'Day (JWOD) Vendor Day on Thursday, October 7, 2004, at VA Headquarters. JWOD Vendor Day is just one of the many ways VA employees can celebrate the JWOD Program during October's observance of National Disability Employment Awareness Month.

VA's JWOD Vendor Day will take place between 9:00 a.m. and 1:00 p.m. in conference room C-7. Last year's JWOD Vendor Day was a great success and included representatives from the Committee for Purchase From People Who Are Blind or Severely Disabled, the Federal agency that administers the Program, National Industries for the Blind (NIB) and NISH. Many JWOD-participating nonprofit agencies were also on hand, including

Service Disabled Veterans Business; Blind Industries and Services of Maryland; ServiceSource; St. Louis Lighthouse for the Blind; The Chimes; as well as many other JWOD-participating nonprofit agencies that provide VA-specific products and services.

The JWOD Program employs over 42,000 Americans who are blind or have other severe disabilities at over 600 nonprofit agencies working on Federal product and service contracts nationwide. By celebrating the JWOD Program during National Disability Employment Awareness Month, you can help generate awareness about the quality products and services the JWOD Program provides to the Federal Government, as well as help increase the number of quality jobs it provides for people who are blind or have other severe disabilities.

If you are interested in learning more about how Federal employees can celebrate the JWOD Program during National Disability Employment Awareness Month, as well as throughout the year, please contact the JWOD Program at [jwodworks@jwod.gov](mailto:jwodworks@jwod.gov). Information on where "Celebrate JWOD" materials can be found on the internet will appear in "JWOD Means Jobs" broadcasts in the month of August.



## ***Buying "Green": EPA Expands List of Recycled Content Products***

*By: Barbara Matos, Environmental Program Specialist,  
Office of Acquisition and Materiel Management*

On April 30, 2004, the U.S. Environmental Protection Agency (EPA) issued a final rule in the Federal Register amending its Comprehensive Procurement Guideline (CPG) by designating seven new products that are or can be made with recycled content. These products are: modular threshold ramps, non-pressure pipe, roofing materials, office furniture, rebuilt vehicular parts, bike racks, and blasting grit. EPA has issued recycled content recommendations, known as Recovered Materials Advisory Notices (RMANs), for all seven products. In addition, EPA added new recycled content

options to the existing designations for cement and concrete and railroad grade crossing surfaces, and revised the designation to polyester carpet for moderate end-uses only. The rule became effective on May 2, 2005. This will demonstrate VA's leadership in environmental stewardship and commitment to buying "green."

VA is mandated to buy recycled content products by section 6002 of the Resource Conservation and Recovery Act (RCRA) and Executive Order 13101, Greening the Government Through Waste Prevention, Recycling, and Federal Acquisition. VA Directive and Handbook 0052, Affirmative Procurement, Recycling, and Waste/Pollution Prevention Programs, provide policy and guidance on purchasing recycled content products. This requirement applies to purchases above and below the micro-threshold level (\$2,500), as well as to VA contractors using appropriated funds.

Currently, there are 54 CPG items in 8 product categories that VA is required to purchase. The product categories are: paper and paper products, vehicular products, construction products, landscaping products, transportation products, park and recreation products, non-paper office products, and miscellaneous products. It is important that all VA personnel with procurement authority (including contract officers, purchasing agents, and purchase cardholders) become familiar with the required CPG items. The CPG list, product fact sheets, and RMANs, may be accessed through the Office of Acquisition and Materiel Management's Environmental Affairs-Greening VA web site at <http://vaww1.oamm/recycle> by clicking on Comprehensive Procurement Guideline (EPA-designated CPG items). VA Directive and Handbook 0052 can also be accessed through this site. The final rule on the new designated items is available through the Office of the Federal Environmental Executive's web site at [www.ofee.gov/wpr/cpg4.pdf](http://www.ofee.gov/wpr/cpg4.pdf).

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"I have not failed. I've just found 10,000 ways that won't work."

- Thomas Alva Edison (1847-1931)

## *OSDBU Corner*

*By: Scott Denniston, Director, Office of Small and Disadvantaged Business Utilization*

I want to use this opportunity to thank VA's contracting officers that are using the newest tool available to them, the authority to set-aside acquisitions for Service-Disabled Veteran-Owned Small Businesses (SDVOSB) and award sole source contracts to these businesses as well under certain circumstances. We have heard from some of these businesses that have received their first ever Government contract because this authority was used. They are truly appreciative of these efforts.

Even with these efforts, the most recent socioeconomic report shows that we have a long way to go to achieve the Secretary's (and statutory) goal of 3 percent for SDVOSBs. As of May 31, 2004, 8 months into the fiscal year, VA's accomplishment in this most important socioeconomic category is 0.26 percent. We realize that many contracting activities have experienced delays in reporting using the FPDS-NG system and other technical difficulties. However, the calls we continue to receive from SDVOSBs suggest that our low achievement in this area is not principally from the result of delays or trouble in reporting data to FPDS-NG.

Service-disabled veterans are the core constituency of VA. We know that VA personnel throughout the system move heaven and earth to assist and provide outstanding service to these heroes when they come into our medical centers, regional offices, and national cemeteries. But it seems that for some this is the only paradigm through which they see service-disabled veterans, as beneficiaries of VA's programs. We must expand our individual and collective veteran's advocacy by extending it to veteran entrepreneurs, particularly the service-disabled veteran entrepreneur.

Contracting with SDVOSBs is a logical fit with VA's mission. As the chief advocate for veterans at the Federal level, VA must be the leader in this important area. Our accomplishments and deeds in this area are coming under considerable scrutiny from SDVOSBs and their representative organizations as to how well VA uses the authority granted under the Veterans Benefits Act of 2004

(P.L. 108-183). From the perspective of many of our stakeholders, VA now has everything it needs to achieve its SDVOSB goal. This will continue to remain a very sensitive issue and require the full measure of everyone's veteran's advocacy.

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## *Small Business Awards*

### Dental Products Awarded

An award was made to *Lifecore Biomedical*, a small business manufacturing company of dental supplies and equipment. The award features 833 products including dental implants, hand pieces and accessories. Basic discounts range from 15 to 46 percent below the commercial list price. The contract (V797P-3989K) is effective April 1, 2004 through March 31, 2009.

Contract V797P- 3995K was made to *Renfert USA*, a small business, that serves a wide variety of supply needs for dental laboratory and clinic settings that include general dentistry, instrument care and surgical applications. Basic discounts ranging from 22 to 30 percent below commercial list price as well as additional discounts for quantity purchases 5 to 15 percent below the FSS net price were negotiated.

### Mobility Products Awarded

A contract was awarded to *Bromac Assistive Technology*, a small business wheelchair manufacturer. The award features three wheelchair models from the New Heights Electric Elevating Wheelchair System product line and 15 accessories introduced under Special Item Number F-INP. The wheelchairs have custom, ergonomic seating, power tilt, reclining backrest, adjustable leg rests and are capable of elevating upward an additional two feet. A 35 percent basic discount for the wheelchairs and a 10 percent basic discount for the accessories below the commercial list price were negotiated. The contract, V797P-3992K, is effective May 1, 2004 through April 30, 2009.

Effective May 1, 2004, *Golden Technologies*, a small, veteran-owned manufacturer of scooters and lift chairs, had their contract (V797P-3978K) modified to add new mobility products to their product line. The modification incorporated three models of motorized scooters under the Golden

BUZZaround and Golden Avenger product lines. Basic discounts ranged from 4 - 31 percent below the commercial list price.

*Arbor Medical Equipment*, a Vietnam Veteran-owned small business, was awarded a contract (V797P-3998K) effective June 1, 2004, to provide wheelchair and scooter carriers. These products are designed to lift and carry most large 3 or 4 wheel scooters and manual/power wheelchairs weighing up to 200 pounds. A discount of 20 percent below commercial list price was negotiated.

### Medical Equipment Products Awarded

*Hayes Handpiece Repair Company*, a small, certified (8a), disadvantaged, disabled veteran and Hub-zone business, modified their contract V797P-4561A to reflect new equipment maintenance and repair. Hayes added fiber optic preventive maintenance and repair services, as well as complete overhaul services for flexible and rigid endoscope hand pieces.

Effective May 1, 2004, *EPMedSystems*, a small business, was awarded contract V797P-4650A. Among the products awarded were the Alert Catheter and the Alert Companion. These systems, when used together, deliver programmable low energy biphasic electrical impulses directly to the inside of a patient's heart via the catheter to convert atrial fibrillation to normal rhythm.

*Molift, Inc.*, a small business, was awarded contract number V797P-4659A, which encompasses a variety of state-of-the-art electric-powered patient lifts, including portable and overhead units. The contract is effective May 15, 2004.

Effective May 5, 2004, *Aethon Inc.*, a small business, was awarded contract V797P-4652A. The contract includes the "Tug" robots that deliver medication and medical supplies to various departments within a medical facility. A robot can attach to medical carts, and navigate freely in most facilities while avoiding contact with other objects via a sonar device along with infrared sensors. The robots allow nurses and other technicians to spend additional time on patient care in lieu of delivering medications and other items.

Contract V797P-4669A was awarded to *Diagnostic Ultrasound*, a small, veteran-owned business, for a bladder volume measurement system. The

measurement is conducted utilizing non-invasive diagnostic ultrasound. In addition, the units are all portable. The contract is effective June 11, 2004.

### Other Awards

A Blanket Purchase Agreement (BPA) was negotiated with *Merz Pharmaceuticals*, a small business that features the product “Naftin Cream.” This medication is used on the skin (topically) to treat fungal infections of the skin such as athlete’s feet or ringworm. The contract number is V797P-5636X and the BPA number is 797-FSSBPA-04-09. This BPA establishes discounts of 15 – 33 percent from the base FSS price for qualifying healthcare facilities.

A contract was awarded for Professional and Allied Healthcare Staffing Services to *Health Specialists, Inc.*, a Vietnam Veteran-owned small business. Health Specialists, Inc. will provide staffing placements for numerous nursing categories and surgical technicians in 20 states.

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## *Paradigms of Success*

*By: Howard Swartzman, Acquisition Resources*

Do you remember your first rookie season? My older son will, I’m sure.

Since it’s off-season for hockey, he’s playing lacrosse. “And what luck,” he thought, the team needed a goalie. Yes, the goalie, where you get to spend most of your time observing everyone else frantically running up and down the field, and into each other, while you stand at the ready with just one main responsibility: to execute that one lighting move at exactly the right time, stymie an opponent, and save the day for your team. He could be a hero!

Best of all, my son pointed out, “If they scored on you, it’s usually not your fault.”

“How could this be?” I thought. What kind of future life experiences will this position prepare my son for? Where in the adult world does one end up on a team where success is instantly identified with one’s own effort, but failure can be so easily attributed to other individuals or circumstances?

But sure enough, early on in the season, when the ball, more often than not, zipped into the net, frustrations turned outward toward all those other

individuals or circumstances, the uncontrollable factors. In post game discussions, the rookie was quick to remind me again that the goalie is scored on when one of his teammates was out of position, didn’t pick up their player, missed a pass, missed a block, or the ball takes a bad bounce or, incredibly in some cases, defies the laws of gravity or physics.

I tried to explain that playing goalie, like any other position, meant that you are only one part of a larger team, and each team player had to be responsible for doing their best and controlling what they could control, their own performance.

Did this concept register? Not right away, that’s for sure. There were plenty of rides home after a game when my son complained about everything except his own performance, including a time when I think I caught him looking out the window to see if the sun, by chance that evening, was setting in the East.

But after a few months and many games, out of the blue from the back seat of the car, I hear, “You know Dad, I didn’t play my best in the first half of that game last week; I think I’ll practice when I get home.”

When faced with new challenges requiring new knowledge or skills, many of us are quick to attribute poor performance to factors that we cannot control, and fail to recognize what we can control, our own strengths or weaknesses. I think my son’s rookie season will turn out just fine.

So, do you remember your last rookie season? Or, are you still playing in it?

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## *Medical Imaging Maintenance Contracts Now Available!*

In the spirit of cooperation preceding a signed Memorandum of Agreement, the Defense Supply Center Philadelphia (DSCP) has made its medical imaging maintenance contracts available to the Department of Veterans Affairs for use. As of this writing, DSCP has placed Indefinite Delivery Indefinite Quantity contracts for post-warranty maintenance services with five companies:

- ❖ GE Medical Systems
- ❖ Siemens Medical Systems
- ❖ Philips Medical Systems North America
- ❖ Toshiba America Medical Systems
- ❖ COHR, Inc., d/b/a Masterplan

These maintenance contracts cover all medical imaging equipment with the following exclusions: Picture Archival and Communications Systems (PACS), Lasers, Patient Monitoring Systems, Dental X-Ray Systems, Local Area Network (LAN), Wide Area Network (WAN), and any electrical or wireless connections to the hospital network.

In order to use these contracts, you must first contact Ms. Pat McKay at the VA National Acquisition Center (NAC) Direct Delivery Team to obtain a delegation of authority and a task order number. You will be required to provide a copy of the written delegation to the vendor, and to furnish a copy of your order to DSCP. Their address will be provided by NAC, with an electronic copy of the applicable contract. Administration of the task order will be your facility's responsibility. There is no surcharge applicable to these orders.

Please have the following information available when you call or email NAC:

1. Your station's mailing address and fax number;
2. The name of the individual who will be placing the task order; and
3. The company you wish to order from.

If you have any questions, please contact Pat McKay directly at (708) 786-5251 or by email at [Patricia.McKay@med.va.gov](mailto:Patricia.McKay@med.va.gov).



### *Mark your calendars...*

Have you made your reservations yet to attend NAC's Industry Day Conference October 19-20, 2004, in Chicago? If not, go to [Conference Registration](#) for more information.

*Did you know?...*The following geographical names are formed only of repetitive identically spelled syllables or syllable groups:

**AKA AKA** (rural district near Auckland, New Zealand), **BADEN-BADEN** (in Germany), **BELLA BELLA** (coastal town in British Columbia, Canada), **BORA BORA** (an island in French Polynesia), **BUBUBUBU** (a stream in the Democratic Republic of the Congo), **BUDGE BUDGE** (a suburb of Calcutta), **DUM DUM** (another suburb of Calcutta), **FOFO FOFO** (a town in Papua), **GOONOO GOONOO** (Australia), **GRONG GRONG** (a town in Australia), **KIRAKIRA** (Solomon Islands), **KURRI KURRI** (Australia), **LOMALOMA** (Fiji), **MITTA MITTA** (Australia), **NENGENGO** (Fr. Polynesia), **NGORO NGORO** (a crater in Tanzania), **PAGO PAGO** (Am. Samoa), **PAOPAO** (Fr. Polynesia), **PUAPUA** (W. Samoa), **PUEPUE** (Solomon Islands), **PUKAPUKA** (Cook Islands), **RABA RABA** (Papua New Guinea), **REKAREKA** (Fr. Polynesia), **SAVUSAVU** (Fiji), **SOMOSOMO** (Fiji), **WALLA WALLA** (U. S.), **WALLAN WALLAN** (Australia), **WAGGA WAGGA** (Australia), and **WOY WOY** (Australia).

*Courtesy of A Collection of Word Oddities and Trivia*



### *Do you know who to call?*

**Attachment 1** is a handy point-of-contact listing for OA&MM's Acquisition Operations Service. Look for the final OA&MM point-of-contact listing to be published in the next edition.

# New FSS and National Contract Awards

Listed below are some recently awarded contracts. For complete information, go to [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac).

## Federal Supply Schedules

### 621 I

| Professional Medical Healthcare Services         | Contract#   | Business Size |
|--|-------------|---------------|
| V Platinum Consulting                            | V797P-4618A | Small         |
| Cross Country Healthcare dba Cross Country Staff | 4642A       | Large         |
| C & A Industries/Aureus Medical Mgmt. Svcs.      | 4645A       | Large         |
| Quality Radiological Svcs                        | 4647A       | Small         |
| P.T. On Call, P.S                                | 4649A       | Small         |
| First Call Nursing Services                      | 4651A       | Small         |
| Mediscan Diagnostic Services                     |             |               |
| Mediscan Nursing Sta                             | 4653A       | Small         |
| Nurse Pro Staffing, Inc.                         | 4654A       | Small         |
| Nursing Connection, Inc. d/b/a NC Staffing       | 4655A       | Small         |
| Nortek Medical Staffing                          | 4656A       | Small         |
| Minnesota Care Staffing                          | 4661A       | Small         |
| Health Specialists, Inc                          | 4662A       | Small         |
| Integral Care Provider, Inc                      | 4663A       | Small         |
| New Directions, Inc.                             | 4686A       | Small         |
| United Anesthesia Assoc.                         | 4665A       | Small         |
| General Healthcare Res                           | 4671A       | Large         |

### 65 II A

| Medical Equipment and Supplies | Contract#   | Business Size |
|--------------------------------|-------------|---------------|
| Herman Miller Inc.             | V797P-4643A | Large         |
| Bio Cybernetics Int'l          | 4644A       | Small         |
| Medex, Inc.                    | 4626A       | Large         |
| CLAFLIN EQUIPMENT              | 4638A       | Small         |
| Medical Indicators Inc.        | 4664A       | Small         |
| Astra Tech, Inc.               | 4657A       | Large         |
| Loveless Ortho Appliance       | 4658A       | Small         |
| Molift, Inc.                   | 4659A       | Small         |
| Aethon Incorporated            | 4652A       | Small         |
| EPMedSystems                   | 4650A       | Small         |
| American Medicals              | 4648A       | Small         |
| Mercury Medical, Inc.          | 4646A       | Small         |
| J&L Work Apparel, Inc.         | 4672A       | Small         |
| Haag-Streit, USA               | 4673A       | Large         |
| Commerce Atlantic Corporation  |             |               |
| d/b/a Apis Footwear            | 4674A       | Small         |
| Wizzard Software               | 4677A       | Small         |
| Guldmann, Inc.                 | 4680A       | Small         |
| Pepper Medical Products        | 4666A       | Small         |
| Total Scope, Inc.              | 4667A       | Small         |
| Physio-Dyne Instrument Inc.    | 4668A       | Small         |
| Diagnostic Ultrasound Corp.    | 4669A       | Small         |
| Optelec US, Inc.               | 4670A       | Small         |

| 65 II C<br>Dental Supplies  | Contract #  | Business Size |
|-----------------------------|-------------|---------------|
| Renfert USA, Inc.           | V797P-3995K | Small         |
| Cardinal Rotary Instruments | 3997K       | Small         |
| Boyd Industries Inc.        | 3993K       | Small         |
| DENTSPLY TULSA              | 3003M       | Large         |

| 66 III<br>Cost-Per-Test | Contract # | Business Size |
|-------------------------|------------|---------------|
| None                    | V797P-     |               |

| 65 Part 1B<br>Pharmaceuticals  | Contract #  | Business Size |
|--------------------------------|-------------|---------------|
| Valeant Pharmaceuticals        | V797P-5633X | Large         |
| Konec, Inc.                    | 5639X       | Small         |
| Ferndale Laboratories          | 5640X       | Small         |
| Golden State Medical Supply    | 5642X       | Small         |
| Sanofi-Synthelabo, Inc.        | 5643X       | Large         |
| PrecisionDose                  | 5644X       | Small         |
| Pamlab , LLC                   | 5645X       | Small         |
| Ther-Rx Corporation            | 5647X       | Large         |
| Berna Products, Inc.           | 5648X       | Small         |
| X-Gen Pharmaceuticals          | 5649X       | Small         |
| Medline Industries, Inc.       | 5650X       | Large         |
| InKine Pharmaceutical Co.      | 5651X       | Small         |
| G & W Laboratories             | 5652X       | Small         |
| Warrick Pharmaceuticals        | 5653X       | Large         |
| Cubist Pharmaceutical          | 5654X       | Small         |
| 3 Rivers Pharmaceuticals       | 5655X       | Small         |
| Intermune Inc.                 | 5656X       | Small         |
| Sepracor Inc.                  | 5657X       | Small         |
| Dey L.P.                       | 5658X       | Large         |
| Xanodyne Pharmacal Inc.        | 5659X       | Small         |
| SuperGen, Inc.                 | 5660X       | Small         |
| Pharmaceutical Specialties     | 5661X       | Small         |
| Carrington Laboratories        | 5662X       | Small         |
| Synthon Pharmaceuticals        | 5663X       | Small         |
| Aero Pharmaceuticals           | 5664X       | Small         |
| Imiren Pharmaceuticals         | 5665X       | Small         |
| Centocor, Inc.                 | 5666X       | Large         |
| Hemispherx Biopharma           | 5667X       | Small         |
| American Pharm. Partners, Inc. | 5669X       | Large         |
| Akorn, Inc.                    | 5670X       | Small         |
| Guilford Pharmaceuticals       | 5671X       | Small         |
| Deca Pharmaceuticals           | 5672X       | Small         |
| Chiron Corporation             | 5673X       | Large         |
| Ivax Pharmaceuticls            | 5675X       | Large         |
| Kos Pharmaceuticals            | 5676X       | Large         |
| Duckworth & Kent               | 5679X       | Small         |
| Beutlich Pharmaceuticals       | 5680X       | Small         |
| PD-Rx Pharmaceuticals          | 5681X       | Small         |
| Purdue Pharmaceutical Prod     | 5682X       | Large         |
| Caraco Pharmaceutical Labs     | 5683X       | Small         |
| Star Pharmaceuticals, Inc.     | 5684X       | Small         |
| Novavax, Inc.                  | 5687X       | Small         |
| Marlex Pharmaceuticals         | 5688X       | Small         |
| Ligand Pharmaceuticals         | 5689X       | Small         |
| Questcor Pharmaceuticals       | 5691X       | Small         |
| SAB-Pharma, Inc.               | 5693X       | Small         |

| <b>65 Part VII</b>                   |                  |                      |
|--------------------------------------|------------------|----------------------|
| <b>Invitro Diagnostics/ Reagents</b> | <b>Contract#</b> | <b>Business Size</b> |
| EK Industries, Inc                   | V797P-5668X      | Small                |

| <b>65IIF</b>   |                   |                      |
|--|-------------------|----------------------|
| <b>Patient Mobility Devices (Including wheelchairs, scooters, walkers, etc.)</b> | <b>Contract #</b> | <b>Business Size</b> |
| SOS Rehabilitation   | 3004M             | Large                |
| Ibis Tek LLC   | 3005M             | Small                |
| Home Medical Supply Center   | 3991K             | Small                |
| Bromac Assistive Techn.  | 3992K             | Small                |
| M. A. Stewart DME LLC dba A Better Day HME                                       | 3994K             | Small                |
| Chadco Enterprises   | 3002M             | Small                |
| J&J Health Care System, On Behalf of Independence                                | 3006M             | Large                |

| <b>65 VA</b>                       |                   |                      |
|------------------------------------|-------------------|----------------------|
| <b>X-Ray Equip/Supplies</b>        | <b>Contract #</b> | <b>Business Size</b> |
| FUJIFILM Medical Systems USA, Inc. | V797P-3996K       | Large                |

**National Contracts**

| <b>Pharmaceutical Items: Product</b> | <b>Contract #</b> | <b>Business Size</b> |
|--------------------------------------|-------------------|----------------------|
| Sodium Oxybate Oral Sol.             | V797P-9130        | Large                |

**Medical/Surgical Prime Vendor:**  
None

| <b>Blanket Purchase Agreements:</b> |                    |                      |
|-------------------------------------|--------------------|----------------------|
| <b>Product</b>                      | <b>Contract #</b>  | <b>Business Size</b> |
|                                     | <b>VANAC-90NP1</b> | <b>Size</b>          |
|                                     | <b>V797P-</b>      |                      |
| Alginate Impression Material        | 2062               | Large                |
| Sanitary Pads                       | 2063               | Large                |

For additional information, contact Ronald E. Jenkins at (708) 786-4929 or [Ron.Jenkins2@med.va.gov](mailto:Ron.Jenkins2@med.va.gov).

| <b>Prosthetic Item Product</b>       | <b>Contract #</b> | <b>Business Size</b> |
|--------------------------------------|-------------------|----------------------|
|                                      | <b>V797P-</b>     | <b>Size</b>          |
| Orthopedic Implants (hips and knees) | 9124              | Large                |
| Orthopedic Implants (hips and knees) | 9125              | Large                |
| Hospital Beds for Home Use           | 9127              | Large                |
| Diabetic Socks                       | 9128              | Small                |
| Video Phones                         | 9129              | Small                |
| Home Telehealth Group 1              | 9131              | Small                |

For additional information, contact Patty Benson at (708) 786-5253 or [Patricia.Benson@med.va.gov](mailto:Patricia.Benson@med.va.gov).

| <b>Direct Delivery:</b>                                  | <b>Contract #</b> | <b>Business Size</b> |
|--|-------------------|----------------------|
| <b>X-Ray</b><br>None                                     | <b>V797P-</b>     |                      |
| <b>Ultrasound</b><br>None                                |                   |                      |
| <b>CT/MRI</b><br>None                                    |                   |                      |
| <b>Laundry Equipment</b><br>None                         |                   |                      |
| <b>PACS</b><br>None                                      |                   |                      |
| <b>Nuclear Medicine</b><br>None                          |                   |                      |
| <b>Radiation Therapy</b><br>Computerized Medical Systems | 6995A             | Small                |
| Varian Oncology Systems                                  | 6996A             | Large                |
| <b>Replacement Glassware</b><br>None                     |                   |                      |

For additional information, contact Pat McKay at (708) 786-5251 or [Patricia.McKay@med.va.gov](mailto:Patricia.McKay@med.va.gov).

## ***Custom Pack Federal Supply Schedule (FSS) Pilot Program Update***

As expected, changes to the logistics of the Custom Pack Pilot Program have already taken place. It is reiterated that this is a Pilot Program, and VA facilities are not mandated to use the FSS as a source for future custom pack requirements.

Custom pack is a generic term that is used in reference to custom kits, sets, trays, and packs that are utilized in various medical procedures. The pre-packaged units contain many, if not most or all, of the medical items used in a given procedure. Many of the Custom Pack Suppliers review a given facility's utilization/logistics of the various products used for surgical and other procedures to see if developing a custom pack program would seemingly reduced costs and save time. In many cases, there is a lot of time and effort in this undertaking. In those instances, it would be acceptable for the facility to work with the vendor (and only that vendor) and come to an agreement as to what type of pack(s) and products would seem feasible to initiate. The FSS contractor could then forward the pack requirements to the National Acquisition Center (NAC) FSS Contracting Officer, who would then modify that contract to add the pack(s). This would also include a fair and reasonable price determination along with a country of origin review for the Trade Agreements Act.

The other option for the Pilot Program is that an individual facility could send their future pack requirements to Paul Skalman, (NAC) FSS Assistant Director for Medical Equipment and Supplies, who would then forward the requirements to the various FSS contractors that are in the custom pack business. The contractors would then decide to either not offer anything for that situation or put together a contract modification request to add the pack(s). The contractor will also be given points of contact at the facility to discuss/clarify the requirements. Once contract modifications are completed, the NAC will forward the contract modifications to the facility, and they can conduct a best value determination of the packs and pick the contractor that best fits their needs. Again, a fair and reasonable price determination and country of origin review will be conducted.

In either scenario above, product substitutions or additions must be sent from the FSS contractor to the NAC for contract approval.

Below is a list of current FSS contractors that are in the Custom Pack business for future contacts.

| <b>CONTRACTOR NAME</b>                    | <b>CONT. NO.</b> | <b>CONTRACTOR POC</b>                   | <b>E MAIL</b>  | <b>NAC POC</b>                    |
|---|------------------|---|--|-----------------------------------|
| <a href="#">Cardinal Health</a>           | V797P-3492K      | Susan Lahr<br>(847) 785 6128            | <a href="mailto:susan.lahr@cardinal.com">susan.lahr@cardinal.com</a>                     | Jane Brusveen<br>(708) 786-7659   |
| <a href="#">Medline Industries</a>        | V797P-4144A      | Colleen Czyznik<br>(847) 643 4916       | <a href="mailto:cczyznik@medline.com">cczyznik@medline.com</a>                           | Charles Foss<br>(708) 786-5135    |
| <a href="#">Broadline Medical Systems</a> | V797P-4454A      | Fred Richardson<br>(510) 895 1725       | <a href="mailto:frichardson@broadline.com">frichardson@broadline.com</a>                 | Charles Foss<br>(708) 786-5153    |
| <a href="#">Magnum Medical</a>            | V797P-4285A      | Omar Hameed<br>(800) 366 9710           | <a href="mailto:magnummed@earthlink.net">magnummed@earthlink.net</a>                     | Thomas Edwards<br>(708) 786-4391  |
| <a href="#">Windstone Medical</a>         | V797P-4333A      | Sam Finkelstein<br>(406) 259 6387       | <a href="mailto:sfinkelstein@windstonemedical.com">sfinkelstein@windstonemedical.com</a> | Geovanni Masson<br>(708) 786-5123 |
| <a href="#">DeRoyal Industries</a>        | V797P-4352A      | Diane Conner<br>(865) 362 6132          | <a href="mailto:dconner@deroyal.com">dconner@deroyal.com</a>                             | Bonita Miner<br>(708) 786-4954    |
| <a href="#">American Medical Depot</a>    | V797P-4323A      | Avon D. Haury<br>(305) 364 0888         | <a href="mailto:avon.haury@american-depot.com">avon.haury@american-depot.com</a>         | James Booth<br>(708) 786-5183     |
| <a href="#">B.Braun Medical</a>           | V797P-4337A      | Kelly Lutseo<br>(610) 227 2862 ext 2336 | <a href="mailto:Kelly.Lutseo@bbraun.com">Kelly.Lutseo@bbraun.com</a>                     | Rick Mathers<br>(708) 786-5128    |
| <a href="#">Medikmark</a>                 | V797P-4291A      | Jim Ronk<br>(800) 424 8520 ext 5162     | <a href="mailto:Jim@Medikmark.com">Jim@Medikmark.com</a>                                 | Jane Brusveen<br>(708) 786-7659   |

## Acquisition Operations Service Program Points of Contact Sheet:

For additional program information, please contact the following:

### Office of the Director

Mike Smith (202) 273-8767 [michael.smith@mail.va.gov](mailto:michael.smith@mail.va.gov)

Jim Johnson (202) 273-8755 [james.johnson@mail.va.gov](mailto:james.johnson@mail.va.gov)

### Small Business Representative

Tamika Gray (202) 273-6471 [tamika.gray@mail.va.gov](mailto:tamika.gray@mail.va.gov)

### VACO Acquisition Staff

Tom Wagner (202) 273-8751 [tom.wagner@mail.va.gov](mailto:tom.wagner@mail.va.gov)

Procurement of Computer Hardware and Software - 2 (PCHS-2)  
Executive Nurse Training Programs

Jeanne Myscofski (708) 786-5231 [jeanne.myscofski@e2k.med.va.gov](mailto:jeanne.myscofski@e2k.med.va.gov)  
Subsistence Prime Vendor (SPV)

Rosa Asencio (202) 273-8776 [rosa.asencio@mail.va.gov](mailto:rosa.asencio@mail.va.gov)  
National/Regional Nursing Homes Contracts

Leonard Nale (202) 254-0349 [leonard.nale@hq.med.va.gov](mailto:leonard.nale@hq.med.va.gov)  
National Coding Blanket Purchase Agreements

Judy Taylor (202) 273-9928 [judy.taylor@mail.va.gov](mailto:judy.taylor@mail.va.gov)  
National Cellular and Wireless Blanket Purchase Agreements

### VBA Acquisition Staff

Isabel Roman-Cogswell (202) 273-8832 [isabel.roman-cogswell@mail.va.gov](mailto:isabel.roman-cogswell@mail.va.gov)

### Austin Acquisition Staff

Greg Hamberg (512) 326-6031 [greg.hamberg@mail.va.gov](mailto:greg.hamberg@mail.va.gov)

### Ft. Detrick Acquisition Staff

Dan Clever (301) 619-4220 [daniel.clever@ft-detrick.af.mil](mailto:daniel.clever@ft-detrick.af.mil)